

# The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING CO.

JULY 1916

80 MAIDEN LANE, NEW YORK

VOL.XI  
NO.5



( SEE PAGE IX )

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# The American Perfumer and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer, or manufacturer has any financial interest in it, or any voice in its control or policy.

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### WAR REVENUE STAMP TAX REPEAL

The noble fight waged by the Manufacturing Perfumers' Association against the unjust war revenue stamp tax on perfumery and toilet goods is virtually won. Nothing short of a miracle seems likely to stop the repeal of this iniquitous measure, effective probably in the middle of August. The Congress proposes to adjourn before August 20, probably on the 19th, and the Revenue Bill undoubtedly will be disposed of a week or more before that date.

In another editorial we call attention to the California Wine Growers' rider to reduce the alcohol tax to 10 cents a gallon. The same reasons exist in the case of perfumers, toilet goods manufacturers and flavoring extract makers, for getting the 10-cent rate that operate as an argument for the 55-cent rate. It may not be too late to cover this. A few determined men, armed with logical arguments and right up to the minute on the job might persuade the Senate subcommittee to include these industries with the wine growers. The latter would have to help or run the risk of losing their own cause.

The Revenue Measure surely will have to go back to the House from the Senate for conference on changes that the Senate is certain to make. Why not let some one of these changes favor the perfumers, the toilet goods industry and the flavoring extract manufacturers?

Meanwhile we strongly advise our readers not to cancel their stamps in sheet form in advance. There is doubt about the redemption of cancelled stamps even if unused.

Our Washington correspondent reviews the situation in the following advices:

WASHINGTON, D. C., July 15.—Stamp taxes on perfumery and cosmetics imposed by Congress in October, 1914, have now but a short time to run. Repeal or the taxes will probably take effect within a month from this date. Legislation toward this end is now on its last lap in the national grist mill. July 10 the House

of Representatives passed a new revenue bill to supersede the 1914 act, in which provision is made for the repeal of the perfumery taxes upon the day following the enactment of the new revenue law. **The perfumery and other stamp taxes on telegrams, bills of lading and other documents, are the only taxes to be repealed by Congress**, all of the other features of the old revenue bill being reenacted, with some increases and some new forms of taxes. The increases are on the income tax and the new taxes are on inheritances and munitions of war.

There was no particular debate over the perfumery taxes in the House. It was not necessary.

At this writing the bill is before the Senate Committee on Finance. It had been expected the bill would have been reported to the Senate this week, but the pendency of important legislation, such as the naval and army appropriation bills, operated to postpone the introduction of the revenue bill until the latter part of the month. This was necessary to ascertain how much additional revenue had to be raised to meet the increased army and navy appropriations added to these bills by the Senate Committees.

Daily consideration is being given by the Finance Committee to the revenue bill. Various subcommittees have been appointed to look into the different forms of taxation. Senator Johnson, of Maine, is chairman of the miscellaneous tax sections, which includes the provision for the repeal of the perfumery taxes. The Senator was chairman of the same subcommittee which considered the stamp taxes in the old bill.

There is every indication that the Senate committee will agree to the action of the House in repealing the perfumery taxes. While the subcommittees are not holding public hearings on the taxes, opportunity is open to any interests which may wish to file briefs or letters on the various taxes.

Considerable opposition has been aroused among the flavoring extract and perfume manufacturers by the proposed reduction of the Internal Revenue tax on alcohol used by California wine growers to 10 cents per proof gallon. The extract and perfume people are paying \$1.10 per proof gallon and are fighting for a reduction of their tax to 55 cents.

No obstacles will be put in the path of the bill by the Republican Senators and its passage within a reasonable time, perhaps after a week of debate, is anticipated. The bill will then go to conference to adjust the Senate amendments. From these circumstances it is probable the bill will not be sent to the President for approval until about the middle of August. That he will sign it is a foregone conclusion.

#### WHY NOT A 10-CENT ALCOHOL TAX?

While the Gillett bill is pending in Congress to lower the tax on alcohol to 55 cents for flavoring extract manufacturers we find that the California wine growers actually are trying to get their spirit tax reduced to 10 cents a gallon. If any association ever was on "the job" with both feet it is that of these grape growers. They have won important concessions right along the line, in the face of much opposition. Altogether selfish they have even tried to discriminate against the Eastern manufacturers in their own industry. They actually have obtained the introduc-

tion in the revenue bill of a paragraph fixing the tax on grape brandy or wine spirits at 10 cents a gallon. They did not wait until the bill got before the house, but managed to get the provision in the regular original draft.

In discussing the bill Representative Meeker, of Missouri, in addressing the House, said in part, concerning the quantity of alcohol which has been paying 55 cents instead of \$1.10 a gallon:

Figured in drinks of  $1\frac{1}{2}$  ounces each, the usual quantity of a good-sized drink, it amounts to 539,503,266, or over one-half billion drinks of straight 100-proof brandy, without any tax having been paid thereon, and if the same were reduced to 90 proof, as same is in fact and as a rule consumed, then it amounts to still more, to wit, 593,453,582 drinks at  $1\frac{1}{2}$  ounces each of 90-proof strength free brandy for the fiscal year beginning July 1, 1911, and ending June 30, 1912, about six drinks of "free" brandy for every man, woman, and child in the United States. This free brandy traffic has been going on over 25 years and the United States Government holds the bag; in fact, was, up to June 7, 1906, even put to an "expense" of supervising the work and did not get one cent in return therefor.

*It is far different with the housewife. Every time she bakes a cake or makes ice cream and uses lemon extracts for vanilla extracts she pays a heavy revenue tax to the Government, but these California wine men got away with millions and millions of dollars of revenue taxes.*

The flavor extract manufacturers must use full strength spirits to make extracts, hence they pay a revenue tax of \$2.10 on each gallon of alcohol; therefore every child who buys candy or ice cream, and every housewife who bakes cakes, in all of which are used flavoring extracts, pay an internal revenue tax on the flavoring extract contained therein and at the rate of \$2.10 for each gallon of alcohol, whereas the California wine men get their alcohol free of tax and the Government up to June 7, 1906, threw in the gaugers' and storekeepers' services free to boot. It is hard for anyone outside of the wine business to believe, but it is the naked truth. Write to the Commissioner of Internal Revenue yourself and he will verify my statement.

For our perfumers, flavoring extract and other associations the example of the wine growers is truly important. It shows how preparedness, persistency and audacity have won and seem to be still winning concessions worth millions of dollars. Something should be done at least to push the Gillett and Loft bills if nothing better can be done. It may not be too late to try to obtain the 10-cent concession that the wine growers are fighting for. It is at least worth the attempt.

#### BARBERS' SUPPLY DEALERS' CONVENTION.

Plans are going ahead rapidly to make a great success of the forthcoming thirteenth annual convention of the Barbers' Supply Dealers' Association, which will be held in Detroit on August 8-10. The headquarters will be at the Tuller Hotel and arrangements have been made for ample space for the exhibits, which in recent years have formed such a conspicuous feature of the conventions of this association. Information can be obtained by addressing the secretary of the association, G. G. Thomas, Des Moines, Iowa.

Fred Kruger, chairman, and W. J. Pilgrim and E. J. Jahn, of the local entertainment committee, report that Detroit manufacturers and importers have contributed liberally towards the entertainment fund and that they are planning to have a very attractive program.

### PROPOSED AMALGAMATION OF EXTRACT AND SPICE TRADES ASSOCIATION.

In the getting-together line one of the most interesting proposals that recently has been made is for the Flavoring Extract Manufacturers' Association and the American Spice Trade Association to unite in one organization. The proposition was made at the recent Atlantic City convention of the former body, and its members were sufficiently impressed to hold open the annual election of officers until the sentiment of the Spice association can be ascertained at its annual meeting, which will be held at 124 Front street, this city, on August 2.

The American Spice Trade Association was organized in New York in 1907 and incorporated under the State laws. It has ninety-four members and many of them also are interested in flavoring extracts. The projected amalgamation is apparently acceptable to the flavoring extract interests and it would seem that the spice men would be in favor of a move which would unite them with a powerful national organization that is growing in strength and influence.

The Flavoring Extract convention adjourned till Sept. 29, or subject to an earlier call of the president, so that if the Spice Trade Association should decide it would like to carry out the arrangement the same could be consummated without unnecessary delay. The postponement of the election of officers permits the opportunity to recognize the spice men in the selection of officers if the deal is ratified.

We would suggest that a good time to hold the adjourned meeting of the Flavoring Extract Manufacturers' Association would be August 2, when the Spice Association meets. If there is to be a consolidation it might as well be completed then. If not, nothing would be gained by further delay in choosing officers for the F. E. M. A.

### SUMMER COMFORT WEEK.

The plans of the Manufacturing Perfumers' Association for Summer Comfort Week, July 24 to 31, are going ahead swimmingly. A splendid folder, illustrating sample displays of perfumery, toilet goods, soaps, etc., has been issued and distributed to the trade. All of our readers who have seen it will agree that it is full of meaty suggestions for making this the banner week of the year in retail sales in the industry. Illustrations and details are given and there seems to be nothing left undone to post the retailers on how to reap a harvest. Jobbers, wholesalers and retailers all have been invited to co-operate with the manufacturers and we feel sure they will do so. This is a most practical step towards advancing the prosperity of the industries affected, and there seems to be every reason for predicting a great success in Summer Comfort Week. In our Trade Notes will be found a picture showing one of the sample window displays advertised in the association's folder.

### AMERICAN PHARMACEUTICAL ASSOCIATION.

The sixty-fourth annual meeting of the American Pharmaceutical Association will be held at Atlantic City, September 5 to 9. The first council session will be held on Monday, Sept. 4 (Labor Day), at 7:30 p. m., the first general session on Tuesday, Sept. 5, at 11 a. m., and the final general session on Friday, Sept. 8, at 2 p. m. The headquarters of the association will be at the Hotel Chalfonte.

### TO TIP OR NOT TO TIP.

Impossible as it may seem among modern miracles, it is really true that the tipless hotel is on the way, says the *Confectioners' Journal*. We all tip; we all share the national fear of what the untipped servitor thinks of us. We are afraid to run the gauntlet. The members of the United Commercial Travelers' Association are not of such weak fibre. They have resolved to not tip—no, never! They are going to patronize hotels run on a non-tip system. Where waiters and bell-hops are paid fair wages and are not expected to scrape and brush a living off of the temporary sojourner. There is a new crop of hotel managers coming along who are going to line up on the side of the public on this question. The way to help along when you are on the road is to put a Yale lock on your small change pocket and then lose the key.

### OUR NEW SOAP SECTION.

The rapidly growing trend of soap makers generally toward including perfumed soaps among their important products, together with the need of the soap industry of having authoritative information of the commercial practice of their business, as well as the scientific theory of manufacture, seems to more than justify the new Soap Section which begins on Page 133 of this issue. We have heretofore devoted some attention to the soap-making industry, but the purpose now is to amplify this service and make it more interesting and useful not only to our readers in that industry, but to those who are allied to it in any way.

The Soap Section prints its own salutatory. In addition we might say that the soap news usually to be found in our Trade Notes and in our Foreign Correspondence will continue to appear in those departments. No radical change is involved or contemplated. Simply the Soap Industry is to get what it long has needed: First class service in helping to make the business more profitable than heretofore for those engaged in it and in getting the manufacturers together for their mutual benefit.

### THE RAW MATERIAL SITUATION.

Confronted from the outset of the European war by a growing scarcity and rising costs of numerous essential oils and aromatic chemicals of European origin, as well as by well-nigh intolerable taxation at home, the American perfume maker is now passing through one of the most serious situations which has ever risen in the industry.

Aside from the synthetic materials, there is now a growing scarcity of flower oils, orange flower water, etc., and prices have been raised abnormally, especially for concretes. This price uplift is partly the result of neglect in the cultivation of the flower crops, which on account of the war, have not received the care which they have had in times of peace. In consequence, the flower yield has been greatly diminished, and although it has been possible to ship moderate quantities of the oils, the resultant shortage of supplies has already brought about such advances as that of \$20 a pound, which recently occurred in the case of oil of neroli.

It is also feared that, because of a growing shortage of volatile solvents, all the flower oils or essences will be advanced still further within the near future. A noteworthy

further uplift of prices for these goods would have been recorded in the markets of the United States by this time, had it not been for the recent turn taken by exchange rates in this country's favor, which, has about neutralized the higher cost of these solvents. In the concretes, moreover, the marking up process has been hastened by a lack of an adequate number of skilled workers in France, mostly chemists, whose places have never been satisfactorily filled by women.

Considerable progress has already been made by American manufacturers of synthetics and this is one of the most hopeful elements of the situation. In view, however, of the present abnormal cost of all supplies, and great difficulty of obtaining some of the materials at any price, and a possibility that the war may continue for another year at least, a further marking up of prices in almost all the perfumers' products appears to be imminent.

#### FIGHTING CENSOR DELAYS.

The Merchants' Association of New York has been doing effective work in bringing about relief from censorship delays of international correspondence, both by mail and cable. Letters relating to business transactions with neutrals in non-contraband goods have disappeared in transit or have been so delayed that their value was entirely lost. Cable messages of a similar character have repeatedly failed of delivery.

The association has urged the Department of State to bring about an agreement whereby the loss or extreme delay of proper business mail might be overcome. It has persuaded the Director of the Consular Service to instruct American consuls in neutral countries to forward triplicate consular invoices in the official Government mail bag immediately upon their issuance.

Finally, it has urged the Department of State to make an agreement with the government of Great Britain whereby envelopes containing shipping documents only, and clearly so marked, may be forwarded in special mail bags which, although still subject to British censorship, would be examined and forwarded immediately.

Although the Department of State has not found it possible to present a general protest regarding the loss or delay of business cable messages, it has agreed at the request of the Merchants' Association to undertake an investigation of the loss or delay of any particular message.

#### MERCHANTS' ASSOCIATION.

The Merchants' Association of New York, which recently increased its membership from about 3400 to 5026, has re-elected the officers who conducted the successful membership campaign. They are:

President, William Fellowes Morgan; first vice-president, Waldo H. Marshall; second vice-president, Lewis E. Pier-  
son; third vice-president, James G. White; treasurer, Silas D. Webb; secretary, S. C. Mead.

The association has a Bureau of Research, a Traffic Bureau, a Publicity Bureau, a Convention Bureau, an Industrial Bureau and a Membership Bureau, each of which has a special field of work for the promotion of the city's interests and the extension of its commerce and trade. To these it is proposed to add a Legislative Bureau and a Foreign Trade Bureau, and to increase the facilities of the Convention Bureau and the usefulness of the Publicity Bureau.

#### THE NEW U. S. PHARMACOPOEIA.

We are just in receipt of an advance unbound copy of the U. S. Pharmacopoeia Ninth Decennial Revision, which will shortly be ready for regular distribution and will become official on September 1. The importance of this book is of course most largely due to its legalization by Congress under the Food and Drugs Act June 30, 1906.

Manufacturers in this industry are principally concerned with the essential oil standards and methods of testing, and we offer the suggestion that every manufacturer of food or drug products should have a copy of the book in his laboratory, and in his office library.

The volume contains a number of new features including the provision of standards for vegetable drugs; a chapter on sterilization; one on diagnostical reagents and tests, a chapter on biological assays; etc.

The Committee on Revision acknowledge the valuable assistance of many chemists, and others associated with the fields covered by the new revision, either by experimental research or by reading and revising the proof sheets.

Copies of this edition may be ordered through us at the published prices: viz: cloth bound \$3; buckram, \$3.25; sheep \$3.50; flexible leather, interleaved, \$4.50.

#### AMERICAN CHEMICAL SOCIETY.

The annual meeting of the American Chemical Society will be held in New York this year in conjunction with the second National Exposition of the Chemical Industries at the New Grand Central Palace. It is planned to hold a public meeting at the College of the City of New York, on either Tuesday or Wednesday of the week of meeting—September 25 to 30, 1916, at which subjects pertaining to chemistry and the national welfare will be made the subject of lectures by men of prominence.

The entertainment committee, of which E. G. Love is chairman, is planning an elaborate program. It is estimated that 3,000 chemists and technical men connected with the manufacturing industries of the country will attend.

#### SOUTH AMERICAN TARIFFS.

The publication of a notable report on the South American tariff systems is announced in a letter from Secretary Redfield to Secretary McAdoo. The report is issued by the Bureau of Foreign and Domestic Commerce of the Department of Commerce, and is much more than a mere reprint of tariff schedules. It is concerned chiefly with the actual application of the tariff laws and the spirit in which they are administered, and is aimed to clear up many of the difficulties that have in the past beset American exporters.

The report is entitled "Tariff Systems of South American Countries," Tariff Series No. 34, and is now on sale at 25 cents a copy by the Superintendent of Documents, Washington, and by the district offices of the Bureau of Foreign and Domestic Commerce.

#### Newest Garb for "Burlesque Queens."

A "burlesque queen" has been compelled to close her act because her costume consisted mainly of cold cream and complexion enamel. Now if the police will extend their activities to the audience and arrest the "queen" whose presence is mainly felt through the medium of perfumery, all will be well.—*New York Telegraph*.

## NEW YORK CODE ON HAIR TONICS, ETC.

Relying to several recent inquiries on the subject, the following rule of the New York City Health Department is reprinted for the information of our readers:

Sec. 128. Hair dyes and other toilet preparations; sale and distribution regulated.—No person shall sell, offer for sale, give away, deal in, or supply, or have in his or her possession with intent to sell, offer for sale, give away, deal in, or supply, any hair dye or other toilet preparation, intended for human use, which, by reason of the presence of any ingredient or ingredients therein contained, shall be detrimental or injurious to health.

The question as to whether lead acetate was included in the prohibition led to some correspondence with the Health Department, the result being the following from Lucius P. Brown, director of the Bureau of Foods and Drugs:

"In reply to your communication of June 22 requesting information regarding the use of lead acetate in hair preparations would state that the tentative list of prohibited ingredients of hair preparations includes lead and its salts, and while this list at present has not been incorporated into the Sanitary Code it is probable that the use of lead acetate in hair preparations will be prohibited."

## NATIONAL WHOLESALE GROCERS.

Following is a list of the newly elected officers of the National Wholesale Grocers' Association:

President, Theodore F. Whitmarsh, Francis H. Leggett & Co., New York City; first vice-president, W. C. McConaughay, Parkersburg, W. Va.; second vice-president, P. C. Drescher, Sacramento, Cal.; third vice-president, D. C. Shaw, Pittsburgh, Pa.; fourth vice-president, George W. Ferguson, Springfield, Mass.; fifth vice-president, O. J. Moore, Sioux City, Iowa; treasurer, Joseph Seeman, Seeman Bros., New York City; secretary, Alfred H. Beekman, New York City.

Among the planks adopted at the association's recent convention are these:

Bankruptcy law repeal or amendment made the subject of general referendum.

Pledging support to the Federal Trade Commission in its efforts at higher mercantile efficiency and at making competition fairer.

Favoring a general uniform law against trading stamps, to be drawn jointly and pushed by wholesalers, manufacturers and retailers.

Favoring a compulsory net weight and branding bill based on Federal statute.

Opposing food standards as a part of enacted statutes, but favoring them as official regulatory measures.

Protesting against laws and regulations to prevent retailers selling common household remedies.

Favoring the adoption of the metric system and urging its use on package goods as an educational influence.

Favoring honest advertising laws.

Favoring cost accounting education and commending the employment by the association of an educational director to pursue cost analysis and educational propaganda.

## KEEP UP TO DATE ON FINANCE.

We have been running every month for some time the extremely timely articles on trade conditions and prospects from the pen of Roger W. Babson, the noted statistical analyst. They cannot have failed to benefit our thoughtful and progressive readers. Those who are interested in keeping abreast of the times in finance and trade would be much interested in the monthly financial letters issued by the National City Bank of New York. These letters dis-

## DEVELOPMENT OF ADVERTISING.

By Edward N. Hurley, Vice-Chairman, Federal Trade Commission, before the Associated Advertising Clubs of the World, at Philadelphia.

From the early days when the Town Crier and the signboard were the principal publicity agents employed to the modern newspaper, poster and illustrated magazine with its pleasing presentation of current commodities, advertising has traveled a long way. Its evolution since the invention of printing has been rapid, and the field of advertising has expanded until it includes today widely varying lines of activity, as shown by the many departmental organizations included in your larger unit, the Associated Advertising Clubs of the World.

The work of your association deals with a part of the field of business which is most important—the marketing of commodities. **Selling and advertising are bound up together.** To find the need and to supply it are two sides of the same shield. The usefulness of a manufacturer to the community is greatly extended through advertising. Merchandising has passed far beyond the confines of the old-time market place. It now extends over whole continents—over the entire world—and it is advertising which makes possible national merchandising.

cuss financial problems, reflect conditions and contain a vast amount of instructive information for merchants and manufacturers who wish to keep posted. With the many other demands on our space it is impossible for us to print each month anything like an adequate review of these letters. We are informed that the National City Bank will gladly place upon its mailing list manufacturers who would like to receive these monthly reviews of the business and banking situation.

## NEW YORK STATE LABELING INQUIRY.

We have lately been in receipt of numerous inquiries regarding the correct labeling of compound and imitation flavoring extracts and oils in New York State.

Section 201 of Article 8 of the Agricultural Law provides that imitations cannot be sold unless they are labeled to show the character and constituents of the extract. This subject was carefully considered by the attorney for the Flavoring Extract Manufacturers' Association, and he gave his opinion that on a product composed of essential oils, synthetic ethers, alcohol and water, the ingredients may be declared as follows: "Composed of essential oils, synthetic ethers, alcohol and water." If artificial color is used its presence should be declared as an ingredient. Similar advice applies to fruit juice, natural ethers, etc.

In other words, the chemical names of each and every one of the synthetics ethers present *need not be mentioned*.

Members of the Flavoring Extract Manufacturers' Association are referred to Circular No. 33, issued by the President on October 30, 1915, covering this subject with several other topics of vital interest.

## An Old Time Soap Joke Reappears.

Bacon—Have you taken any steps toward cleaning up your town?

Egbert—Well, we're trying to induce a soap factory to locate there.—*Yonkers Statesman*.

## BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

War with Mexico, if it occurs, should increase rather than decrease the general business activity, and cause higher rates for money. Meanwhile, the barometers of business show clearly that while we shall have good business for at least the rest of this year, preparations should be made for a reaction next year.

Social conditions are a subject which must not be overlooked at the present time. Evidence of extravagance and wastefulness is beginning to appear, as in all other periods of great business prosperity. **The scale of living from the humblest laborers to the heads of our industries has risen, and there is a far greater tendency to luxuries and extravagance than to saving for a "rainy day."** Instances of this are seen on every side. Sales of pleasure automobiles are far greater than they have ever been before, and our theatres, jewelry, candy and clothing industries are doing a record business. Instead of laborers making the most of the abundance of work and high wages, we hear a great deal of their increasing inefficiency and laxness. These conditions are by no means new. **They have occurred at the top of nearly every prosperity area and are unmistakable signs of the reaction which is sure to come.**

Without a Mexican war, the general tendency of commodities during the coming months should continue heavy. If we have war, however, this will tend to stimulate certain commodities, such as oil, sisal fiber, army supplies and certain medicinal sundries used in tropical climates. However, this is no time to carry heavy stocks of high priced materials.

Real estate values, for the most part, have already advanced substantially from their levels last year. Of about 300 special reports which we have received from all parts of the country, 25% state that real estate prices are unusually high, 55% state that prices are moderately high, while 20% report prices below the average. Hence, it is evident that as a general proposition real estate is now too high to buy, but those who are planning to liquidate their real estate holdings should wait for even better prices. This advice, however, does not apply to most factory real estate. Clients who have factory property or machinery to sell should be sure to place it on the market before there are signs of peace, and before any considerable slackening in industrial activity occurs. In considering real estate, moreover, never fail to take into account the local conditions surrounding the property.

Foreign trade continues in tremendous volume, although this is the season when exports usually fall off. The most encouraging feature of our foreign trade is the continued increase in exports to and imports from South America, New Zealand, Australia, Japan, South Africa, and other countries with which we have formerly had very meager trade relations.

In this connection, and amid this war talk, we must not lose sight of the great natural wealth of Mexico. **If we properly treat these people, Mexico will offer greater possibilities for us than any part of South America. This is one reason why we are now opening Latin-American headquarters in Guatemala (just south of Mexico) instead of in Brazil, Argentina or Chile.**

The monetary situation has taken a decidedly stronger turn during the last few weeks. For nearly a year and a half short-time money rates have been dragging at almost record low levels, although rates for long-time money or fixed capital have been higher than for 20 years.

At the present time, however, the New York banks' statements are not a true index of monetary conditions throughout the country, because the seasonal demands for funds and the shifting of reserves to the Federal Reserve banks have resulted in an extensive movement of funds to the interior.

As to long-term money, the call for this class of loans is steadily increasing. The demands of the for-

## OUR ADVERTISERS—XIX.

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THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York City.

Gentlemen: You may continue our contract for three (3) page advertisement in your publication indefinitely until we notify you to the contrary, as we find we cannot very well give it up. It has become a necessary part of our business.

Yours very truly,

COMPAGNIE MORANA,  
Warren E. Burns, Vice-Pres.

ign governments for funds are every day becoming more urgent.

As to domestic stocks, just at present the war scare is having a depressing effect, but if we actually have war with Mexico, it is likely temporarily to strengthen rather than depress the stock market. Whatever the temporary strength of the market in the meantime, prudent persons will not allow the insiders to unload onto them, and will either keep their funds in liquid form or else buy foreign securities and those of reorganizing railroads.

Mercantile interests may well expect continued good business for this year, but we urgently advise them to keep strong in cash and to be ready for a reaction. Bankers and borrowers likewise must not forget the tremendous demands on our supply of capital.

## TRADING STAMP LAWS.

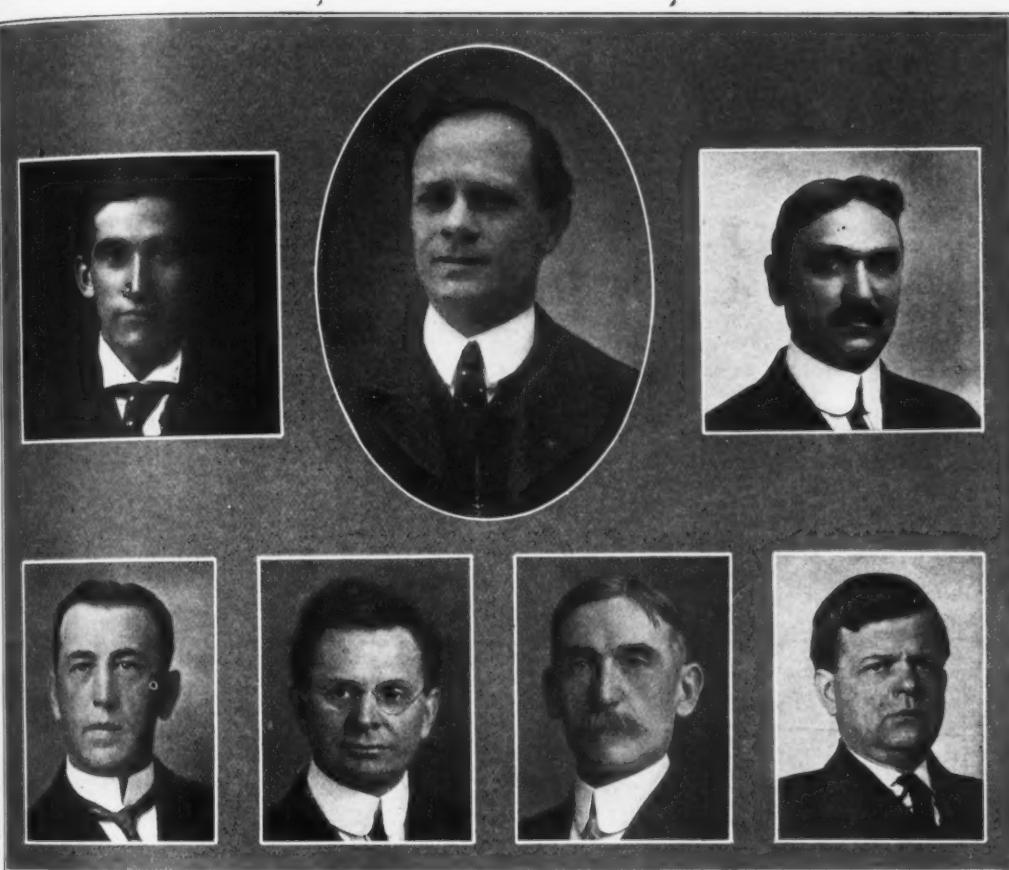
A valuable and detailed report on the use of trading stamps in the various states which have enacted laws governing and regulating the practice has been issued by President Beggs with the approval of Attorney Lannan, of the Flavoring Extract Manufacturers' Association. The work is based primarily on the recent decision of the United States Supreme Court sustaining the validity of the trading stamp laws of Washington and Florida, which decision, it is presumed, will result in a vigorous improvement of similar laws adopted by other states, so that manufacturers and dealers generally will be brought to a keener realization of the advantage of familiarizing themselves with the practical requirements of the various statutes.

The association's report strips the decisions of their verbose and involved phraseology and presents them in a concrete and comprehensive summarization. Where the laws had been declared unconstitutional in some states before the Supreme Court decision, a revival is believed to be in order. The statutes which have been analyzed include those passed in Alabama, Colorado, Connecticut, Florida, Georgia, Indiana, Iowa, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Hampshire, New Jersey, New York, Ohio, Rhode Island, South Carolina, Tennessee, Utah, Virginia, Washington, West Virginia and Wisconsin.

Reviewing the general character of the legislation, the report finds that many of the laws provide that every trading stamp must have printed or written across the face the redeemable value in lawful currency, making it compulsory for the issuing party to redeem the stamps at the declared value or in goods at the holders' option. Many of the laws exempt stamps, etc., issued by manufacturers with their own goods, but it was found not entirely clear in most cases whether the exemption would dispense with the necessity of stating the redeemable money value on the face of the stamp, or whether the exemption was intended only as a permission to merchants to issue stamps, etc., with their own goods provided such stamps have the redeemable money value stated on the face. The report recommends that this value be stated on the face in all cases.

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**REPORT OF PROCEEDINGS OF THE SEVENTH ANNUAL  
CONVENTION OF THE FLAVORING EXTRACT  
MANUFACTURERS' ASSOCIATION**



GORDON M. DAY, TREAS.

C. F. SAUER,  
1ST VICE-PRES.

FRANK L. BEGGS, PRES.

J. O. SCHLOTTERBECK,  
2ND VICE-PRES.

F. P. BEERS, SECY.

F. A. ROSS,  
EXEC. COMM.

OFFICERS OF THE F. E. M. A. AT 1916 MEETING.  
President—FRANK L. BEGGS, of Newark, Ohio.

First Vice President—C. F. SAUER, Richmond, Va.

Second Vice President—T. W. CARMAN, Springfield, Mass.

Third Vice President—DR. J. O. SCHLOTTERBECK, Rochester, N. Y.

Secretary—F. P. BEERS, Earlville, N. Y.

Treasurer—GORDON M. DAY, Milwaukee, Wis.

Executive Committee (in addition to officers)—DR. SAMUEL H. BAER, St. Louis, Mo.; CHARLES D. JOYCE, Philadelphia, Pa.; F. A. ROSS, Charlestown, Mass.; R. H. BOND, Baltimore, Md.

Attorney—THOMAS E. LANNEN, Chicago, Ill.

The seventh annual convention of the Flavoring Extract

Manufacturers' Association of the United States was held at the Marlborough-Blenheim, Atlantic City, N. J., June 28 to 30. It was well attended and proved to be, as was expected, of importance and interest to the industry. The social features were enjoyable and the probable net results, aside from the benefits immediately derived through acquisition of information on trade methods, will be the increasing of the membership and enlarging the already great influence wielded by the organization.

President Beggs presided and the members were welcomed to the seashore city by a city official representing Mayor Harry Bacharach, who was happy in his remarks. Prayer was offered by the Rev. Hinson Vernon Howlett, pastor of the First Baptist Church. The response to the welcoming address was made by Richard H. Bond, of the executive committee.

In the course of his address, President Beggs said:

"The last year has been one with many problems, and at times it has been difficult to determine to what extent these changing commercial currents would require a readjustment of our plans, policies and prices, that we might keep on our course in safety. All the landmarks which formerly guided us and by which we formed our judgment and based our predictions, have been swept away by the fortunes of war. History has been written, new records have been made and business has been sailing upon an uncharted sea.

"To offset these difficulties, we have, however, had larger opportunities for development and advancement, increased business and great prosperity. These exacting conditions have made it practically impossible for many of our officers and members to find the necessary time to devote to association work. 'Too busy' are the most overworked words with which we have come in contact during the past year. 'Too busy' will account for our failure to do some of the things we had planned. 'Too busy' has been the excuse rendered in many instances by those who have been asked to serve upon important committees, and knowing that conditions were abnormal and unusual, the excuse has been accepted by me, and I can only trust that you will be equally as generous.

"During the year we have held four meetings of the Executive Committee. The first at Cleveland, on July 10, 1915, at which time our attorney, Thomas E. Lannen, was re-employed. The wisdom of this choice has been manifested by the very excellent work rendered during the year. The bond of the secretary was fixed at \$1,000 and that of the treasurer at \$2,000. The appointment of the necessary special committees was also considered at this meeting.

"The second meeting was held at the Hotel McAlpin, New York City, October 2, 1915. At this meeting the resignation of Dr. Hurd from the Executive Committee, on account of ill health, and Dr. Schlotterbeck as chairman of the Research Committee, on account of lack of time due to added duties in university work, were received. Knowing their ability and special fitness for the work to which they had been assigned, and realizing the great loss the association would suffer by the acceptance of these resignations, they were referred back, asking for reconsideration.

"The report of Dr. J. R. Dean was referred to the Research Committee for comment and criticism. The Research Committee was authorized to be continued on a special line of work at a cost not to exceed \$500. The resignation of Mr. Moshier as state committeeman from Massachusetts was received and accepted, and Mr. E. C. Johnson, of H. A. Johnson Co., appointed. The Committee on Tax Free Alcohol was appointed, with Dr. S. H. Baer as chairman. A roster of officers, committees and members was ordered printed. The report of our attorney on Tube Extracts was rendered and ordered printed in the next bulletin. A resolution authorizing the treasurer to make all necessary disbursements of the ordinary and usual current expense bills without waiting for the approval of the Executive Committee was passed.

"The Third meeting was held at the Hotel Raleigh, Washington, D. C., February 8, 1916. The resignation of Dr. George Hurd, on account of ill health and inability to attend the meetings was accepted, and Mr. R. H. Bond, of McCormick & Co., was elected to fill the vacancy. The reports of the secretary, treasurer and attorney and of the various committees were read and approved.

"G. H. Redmond, chairman of the Research Committee, reported upon the character of the work being pursued under the direction of Dr. Kremers.

#### ACTION ON GUARANTY LABEL EXTENSION.

"A resolution and petition were sent to Dr. C. L. Alsberg, Chief of the Bureau of Chemistry, also to Hon. D. F. Houston, Secretary of Agriculture, Washington, D. C., requesting the extension of time for using labels and cartons bearing the serial number and guarantee.

"The following resolution on Food Standards was also sent to Dr. C. L. Alsberg and Hon. D. F. Houston:

"RESOLVED, That if standards for food products are to be fixed, that the Executive Committee of the Flavoring Extract Manufacturers' Association

of the United States, goes on record to the effect, that such standards should be fixed, either by Congress, or a disinterested commission to be appointed by Congress, or the President of the United States, and then only after the food manufacturers have been accorded a full hearing, as to what are proper standards.

"The introduction of the Tax Free Alcohol Bill was authorized, committee appointments were made, membership matters considered and convention plans outlined.

"The fourth and last meeting of the Executive Committee was held at Atlantic City, June 27, to close up the unfinished business of the year, to authorize the payment of outstanding bills and arrange final details for this session.

"Our membership has been constantly in touch with matters of interest and those directly affecting our welfare, through the monthly bulletins or letters sent out. These bulletins have dealt with state and national laws, new rulings as promulgated by food departments, and a large number of questions and problems that were of general interest to our members."

President Beggs then outlined the work of the association, as reported in the monthly bulletin. He continued:

"The information sent out is timely and valuable, and that it is highly appreciated is evidenced by the number of letters received commending this work. The credit for these bulletins is largely due and should go to your attorney, Thomas E. Lannen, who not only prepared the subject matter in nearly all instances, but also supervised the printing and mailing. I desire also to acknowledge my obligation for the very great assistance he has rendered whenever called upon. I have found him at all times able, willing and loyal to the interests of the association, and although many of my requests might have been considered as not properly coming before his department, his advice was always freely and promptly given.

#### UNIFORMITY OF FOOD LAWS.

"Much has been written and many strenuous efforts have been made to secure uniformity between the food laws of the various states and the national laws. Every state and national association of manufacturers or jobbers of food products has passed resolutions recommending and favoring uniformity. The state dairy and food commissioners have endorsed uniformity, and, in fact, the justness of the demand for such legislation is unquestioned.

"Yet withal, but little progress has been made, and manufacturers are still subjected to the technical requirements of several states whose officials continue to cling to their own ideas and refuse to surrender them in the interest of uniformity. As a result, manufacturers are still required to carry special labels and cartons to meet the views of these radical thinkers, who honestly believe themselves to be the protectors of their commonwealth. Thus while we have made some slight progress toward uniformity, our efforts must be redoubled and continued.

"I would suggest that our attorney make a digest of these conflicting laws and have our complaints brought before the next National Conference of Commissioners on Uniform State Laws, and that assistance be asked of this Commission to help bring about uniformity in those states having special requirements not in harmony with Federal Law.

#### UNIFORM WEIGHT AND MEASURE LAWS.

"This is also a vexatious problem, for while some states require that the net contents be stated, others do not. In some states we find exemptions and tolerances that are neither exempt nor tolerated in the adjoining states. Some states require only that food products be marked, others require that foods and drugs be marked. Some states exempt commodities, others do not, some exempt five-cent packages, and so it goes.

"About the only safe plan is to mark the net weight or measure plainly and conspicuously on all products, and then if we escape criminal prosecution, be thankful for 'life and liberty,' remembering that the 'pursuit of happiness' is denied the extract manufacturer until uniformity in these requirements can be obtained.

#### UNIFORMITY IN LISTING.

"I believe that this association would do well to favor uniformity in the listing of sizes in bottles.

"At present, the number or size by which a manufacturer may list a bottle would seem to have no reference to its actual capacity. For example, a bottle holding six drams is listed by one manufacturer as No. 0, by another as No. 1, and still another as No. 2. A bottle holding two fluid

University of Wisconsin. George H. Redmond was made chairman of this committee and Dr. W. Richtman was engaged to carry out the experimental work. A full report of what has been accomplished will be rendered at this meeting.

## LEGISLATIVE COMMITTEE.

## Vanilla Bean Men at the Extract Convention.



Left to right—R. G. Callmeyer (Antoine Chiris Co.), Dr. F. E. Beecher (National Aniline & Chem. Co.), Maurice Fox, Guadeloupe, C. H. Campbell (Antoine Chiris Co.), Edward Tripp (Unger & Co.), I. Calena (Dietlin & Co.), J. N. Limbert (J. N. Limbert & Co.), John de Redon (Dietlin & Co.), Alfred D. Smack (A. D. Smack Co.), Chester A. Smeltzer (Marquardt & Co.), A. O. Brown (Antoine Chiris Co.), John F. Pound (Dodge & Olcott Co.).

ounces is listed by different manufacturers as No. 2, No. 3, No. 4, and so on.

"This is most confusing to our customers and in some instances the custom subjects us to the charge of deception. Our salesmen are not always as careful in explaining these matters as they perhaps should be, and it sometimes happens that injustice results from this lack of uniformity which might be avoided by listing at actual capacity.

SCIENTIFIC RE-  
SEARCH COM-  
MITTEE.

"A resolution passed at our last annual meeting authorized the continuance of the work of this committee and placed the arrangement of the work to be done in the hands of the Executive Committee, with power to act. Upon taking up the matter with a view of determining what should be done, it was found that the Executive Committee were divided in their opinion as to whether the work should be continued upon vanilla extract, or whether it would not be advisable to take up lemon extract and citrus oils. A suitable person not being available to continue the work upon vanilla, it was finally decided to take up the citrus oils under the supervision of Dr. Kremers, of the

remedies, to the pharmacist, thereby creating a monopoly for druggists, is class legislation interests and should have due consideration.

"These matters will no doubt be taken up in detail by the Legislative Committee. This committee has been active and alert, and I desire to express my appreciation for the services rendered the association.

## Some of the Ladies Who Graced the Convention.



## SANITATION.

"Our association, from its organization, has taken a firm and decided stand for the enactment and enforcement of such legislation as would guarantee to the consumer pure flavoring extracts, and our membership has been so carefully selected that prosecution against the members of the association for wilful adulteration has been practically

eliminated. The cases that have been brought have been traceable in many instances to failure to consult our attorney as to proper labels, size of type, or to the carelessness of employees.

"These matters, however, are insignificant and trivial when compared with the real harm and injury that may result to the consumer by the preparation of food products in unsanitary factories or under unhealthful conditions.

"We have made known that this association stands for pure flavoring extracts. Let us add another word, and make it pure, clean flavoring extracts. Let us begin by putting our own house in order, if we have not already done so, and let those who seek admission into our organization understand that to make pure products is not enough, that we require the assurance that the factory conditions are sanitary, that cleanliness in every process is a requisite; that cleanliness in person, freedom from disease and good health is demanded of our employees. Let us make this work so prominent that the critical consumer will learn to respect and rely upon membership in this association as the highest possible standard for pure, clean flavoring extracts.

#### OFFICIAL ORGAN AND TRADE PAPERS.

"THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW has been designated as the official journal for the dissemination of information among our members and the publication of articles of interest to the association. They have performed their work in a most satisfactory manner, and due credit should be given. They have, however, been willing to give us much more space than we have used. It occurs to me that a number of prizes, of substantial value, might be offered for the best papers upon subjects of special interest to our members.

"For instance, if a committee were to offer a prize of fifty dollars for the best practical paper on 'The Selection of Vanilla Beans,' and another on 'The Manufacture of Vanilla Extract,' I believe the response would be prompt, and the publication of these articles would be most interesting and instructive. I am assuming that our trade journals would be willing to co-operate by publishing these papers."

#### REPORTS OF THE SECRETARY AND TREASURER.

The annual report of Secretary Beers showed that twelve new members had been added during the year, of whom ten are active. Allowing for three suspensions and some resignations, the present strength of the association is 100 active and 37 associate members, a net gain of one in the year. During the year the secretary collected \$5,147.67 in membership fees and dues, which he turned over to the treasurer. Mr. Beers suggested that a new booklet giving the by-laws, constitution, etc., be prepared and put into circulation.

Treasurer Day made a detailed report showing cash receipts and balance of \$5,624.45, disbursements \$3,033 and a cash balance on hand of \$2,591.45. The auditing committee, Messrs. Muchmore, Clough and Peebles, reported the accounts correct.

Secretary Beers read a letter to President Beggs from the National Confectioners' Association, thanking the Flavoring Extract Manufacturers' Association for its hearty co-operation and extending best wishes of success to the convention.

From Secretary Whittier, of the American Fair Trade League, was received a telegram of cordial greetings and "warm appreciation of the Flavoring Extract Manufacturers' Association's efforts in promoting the cause of honest advertising and honest merchandising."

From R. E. Heekin, Cincinnati, came a telegram announcing the arrival of another Heekin heir. This was the third consecutive convention so honored.

Paul Rieger, of San Francisco, telegraphed his regrets.

A telegram of greeting, sent by President Beggs to the National Wholesale Grocers' Association, in session earlier in June in Chicago, was read.

The "Question Box" called forth some interesting discussions, which will be quoted in the official minutes.

#### REPORTS OF COMMITTEES AND PAPERS.

Reports of the following committees were presented and digested: Membership, by Gordon M. Day, chairman; Insurance, by C. W. Jennings, chairman, read by F. M. Boyle; Costs by F. A. Ross, chairman; Legislative, by T. W. Carman, chairman; Publicity, W. M. McCormick, chairman.

"Trademark Protection," was the subject of a valuable paper by Howard S. Neiman, of New York City, which, on account of its interest and scope, will be printed in a later issue, as well as in the minutes.

"Research in Citrus Oils," giving the results of experimentation under the supervision of Dr. Edward Kremer by Dr. W. Richtman, carried on at the instance of the executive committee of the association, proved to be highly interesting. The discussion was participated in by R. F. Fischer, of New York, Dr. S. H. Baer, and others. This will receive more extended attention in a later issue.

"The Color Situation" was treated in a comprehensive paper by Edward G. Kohnstamm, read by Louis J. Wolff. Dr. Kremer led the discussion following the presentation of this paper.

The market conditions of materials used in extracts was an important feature. The discussion dealt with vanilla beans, essential oils, paper products, alcohol, sugar, glycerin and a variety of miscellaneous items. The discussion on "Tax Free Alcohol" was led by Dr. Baer.

A review of the essential oil market for the last two years, with special reference to articles used in the manufacture of flavoring extracts and allied products, was presented by Richard F. Fischer, of Fritzsche Brothers, New York.

#### COMMISSIONER FOUST ADDRESSES THE CONVENTION.

James Foust, Dairy and Food Commissioner, of Pennsylvania, complimented the members upon a general tendency to comply with pure food regulations not only in Pennsylvania, but generally in the country. He maintained that the growing demand of the public for a square deal from manufacturer to consumer made it good business for all manufacturers to court a reputation for honest products. Western manufacturers said the Pennsylvania law is one of the best because its stipulations are perfectly clear. Dr. William Frear, State College, Pa., spoke upon standards for flavoring extracts. S. J. Sherer led the discussion.

A. B. Calisher, treasurer of the Manufacturing Perfumers' Association, addressed the convention, urging co-operation in efforts to procure the repeal of the war tax upon perfumery and extracts as of July 1.

S. F. Irwin spoke in answer to the question, "What's the matter with the extract business?"

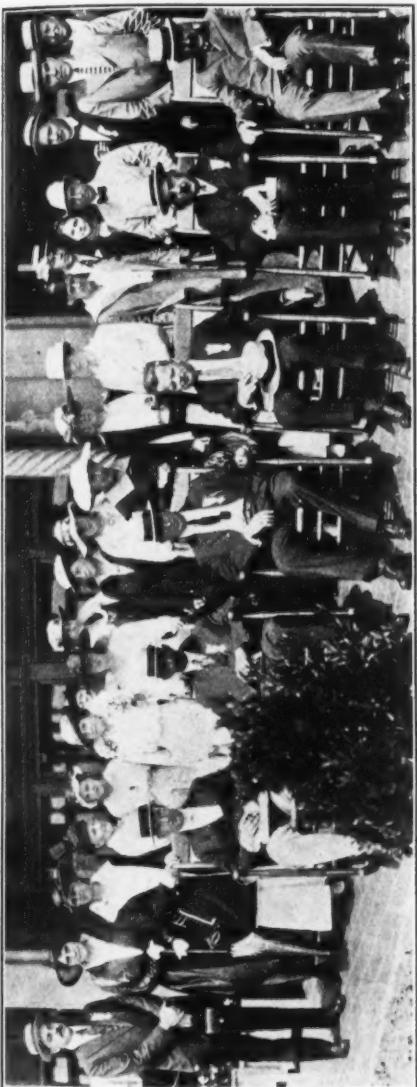
"The Secret and Pull of Suggestion in Advertising Salesmanship and Business Building" was handled cleverly by Stanley S. Krebs, of Philadelphia.

Thomas E. Lannen's report as attorney for the association was listened to with marked attention. He was pleased to report that no new laws inimical to the flavoring extract

industry had been enacted during the year, although a large number of bills had been proposed and had required watching to check them. In the year he wrote 679 opinions and reports in connection with his work for the organization. Including letters the total number of written items was 2,686. He submitted a list of the 271 legislative bills

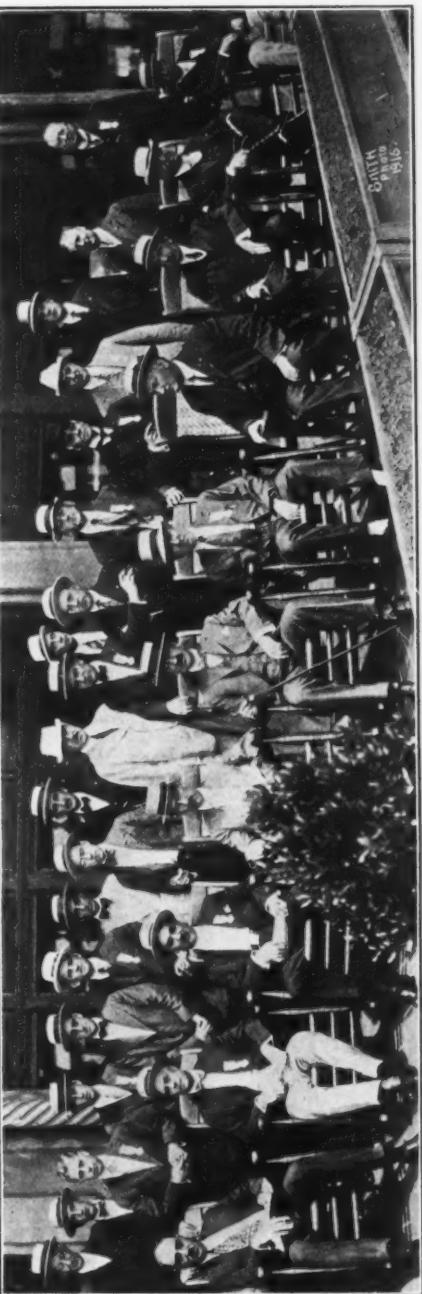
manufacturing flavoring extracts and perfumes to 55c. a proof gallon. (Approved.)

2. Whereas, The members of this association in common with all manufacturers of food products are vitally interested in securing uniformity of food laws; and



Members and Visitors at the 1916 Flavoring Extract Manufacturers' Convention.

Another Group of Attendants at the Atlantic City Convention.



introduced. Mr. Lannen's interesting report will appear complete in the official minutes.

#### REPORT OF THE COMMITTEE ON RESOLUTIONS.

Dr. Samuel H. Baer presented the following report from the committee on resolutions:

I. Whereas, There are now pending in Congress bills which seek to reduce the Internal Revenue Tax on alcohol used for manufacturing flavoring extracts and perfumes, from \$1.10 a proof gallon to 55c. a proof gallon; be it

Resolved, That this association is in favor of securing, if possible, a reduction of the tax on alcohol used for manu-

facturing flavoring extracts and perfumes to 55c. a proof gallon. (Approved.)

Whereas, There still exists a conflict between the food laws of several of the states and the National Food Law and other state food laws, which results not only in annoyance and confusion in the conduct of business, but also in added expense and is a condition which is intolerable and wholly unnecessary; therefore, be it,

Resolved, That we are in favor of uniform food laws; and be it further

Resolved, That we request our attorney to prepare a statement pointing out the various conflicts that exist in these laws and that we petition the state and National Dairy and Food Officials at their annual convention in Detroit to take such action among themselves as will eliminate as many conflicts of laws or rulings as possible, and that when the state legislatures convene in January, 1917, we go before the same and endeavor to secure all necessary remedial laws. (Approved.)

3. Resolved, That the Scientific Research Committee be continued for another year and that the matter of arranging to have special scientific research work done for the association be referred to the Executive Committee with power to act, but that whatever work is done shall be as far as possible of practical commercial value.

4. Resolved, That we extend our thanks to the speakers who have appeared before us, and whose able, instructive and interesting addresses have contributed so much to the success of this Convention. (Approved.)

5. Whereas, The trade papers have given us invaluable assistance in the way of publishing comments on our circulars, notices and general work, and have endeavored to co-operate with us to the fullest extent in every way that we could wish; therefore, be it

Resolved, That we express our sincere appreciation of the good work they have done in our behalf, and express the hope that they may continue to assist us. (Approved.)

6. Whereas, The work of the association during the past year has been very successfully handled, extensive in volume and much of it of a most important nature; therefore be it

Resolved, That we express to the officers and standing committees of the association our sincere appreciation and hearty thanks. (Approved.)

7. Resolved, That we express to the Arrangement and Entertainment Committee our appreciation of the manner in which they have provided for our entertainment, comfort and general welfare at this Convention. (Approved.)

8. Resolved, That THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW be reappointed our official organ for the next year, subject, however, to the right of other trade papers, to publish such notices or documents as the association may see fit to send to them; and be it further

Resolved, That we appreciate the support which this journal has given us during the past year, particularly with regard to publication—without expense to the association—of the minutes of the Sixth Annual Convention. (Approved.)

9. Whereas, There are now pending in Congress bills seeking to give manufacturers of commodities the right to fix the price at which such commodities shall be sold to the different factors of the trade; therefore be it

Resolved, That we endorse the principle involved in said bills. (Approved.)

10. Resolved, That we are opposed to all attempts to secure the enactment of discriminatory legislation to prevent the sale in the various states of the ordinary household remedies by retail grocers and general merchants, and which special legislation is fostered by certain interests to secure to themselves the whole field of trade in such remedies. (Approved.)

11. Resolved, That we are in favor of educating our members on cost accounting, and that this matter be referred to our Executive Committee for its careful consideration and with power to act. (Approved.)

12. Resolved, That we are in favor of laws that will promote honesty in advertising and prevent deception upon consumers and the public at large by false advertisements. (Approved.)

13. Whereas, Many members of this association are manufacturers of perfumery and cosmetics, and the burden on them of taxation under Schedule B, of the Emergency Revenue Act, is intolerable; and

Whereas, It is impossible under existing trade conditions to transfer this expense to the consumer, while at the same time yielding but little revenue to the Government; therefore be it

Resolved, That the Flavoring Extract Manufacturers' Association of the United States endorse and urge the

repeal of said Schedule B of said Emergency Revenue Act of October 22, 1914; and be it further

Resolved, That our association authorize its president to telegraph Congressman Kitchin, chairman of the Ways and Means Committee of the House of Representatives in Congress; and Senator Simmons, chairman of the Finance Committee of the United States Senate, endorsing on behalf of the association the repeal of said Schedule B.

14. Whereas, The industry engaged in the grinding, manufacturing and marketing of spices is an industry akin to our own and in nearly every way confronted with the same problems which confront us; and,

Whereas, We understand that an association composed of leading members of said spice industry is now undertaking to deal with some of these problems, and seeking to accomplish the same objects that we are seeking to accomplish, and in doing so will be compelled to duplicate—to a large degree—work already completed or now being carried on by us; and,

Whereas, It appears to us to be advisable and highly advantageous for both associations to concentrate the work being done by both, and collaborate to the fullest possible extent in all matters of mutual interest; therefore, be it

Resolved, That before we elect a permanent organization for the ensuing year, we authorize our Executive Committee to confer with the Executive Committee of said Spice Industry Association, with a view to effecting, if possible, an amalgamation of that association with our own, and that when we adjourn it shall be to meet at the Martinique Hotel, New York City, N. Y., on September 29, 1916, or subject to the call of the chair at any time during the interim at a place to be named by him; and that our Executive Committee report to us at our adjourned meeting aforesaid, the result of its efforts to secure said amalgamation with full details of a plan of amalgamation if it is found possible for both associations to amalgamate, and that we consider the said details at that time, together with such other recommendations in said behalf as our Executive Committee may then submit; and be it further

Resolved, That our present officers and standing committees, and all of them, be continued until our said adjourned meeting, and that they proceed with the work of the association until said time with the same full authority with which they have been vested during the last year, or with which they have been vested by this association at this convention. (Adopted.)

#### The Social Features.

The convention committee, composed of Richard H. Bond, Samuel F. Irwin and J. N. Limbert, won plaudits for the excellent arrangements.

The seventh annual dinner at the Marlborough-Blenheim on the evening of June 29 was most enjoyable. President Beggs officiated as the toastmaster. Edward F. Trefz delivered an address on the "Responsibility of American Business Men Towards a National Content." Edward James Cattell spoke on the "Dawn of a Brighter Day." There were ten songs to intersperse the festivities and the menu was enjoyed from start to finish. Everybody felt satisfied and the seventh annual convention was voted a great success.

#### Active Members Present.

Aschenbach & Miller, Inc., Philadelphia, Pa.

Represented by J. W. Comfort.

Blanke-Baer Chemical Co., St. Louis, Mo.

Represented by Samuel Baer, Charles Dudley.

Boyce Extract Co., New York City.

Represented by G. Lowenstein, Leo Green.

Burton & Co., W., New York City.

Represented by E. Hornbeck.

Clawson Co., The, Philadelphia, Pa.

Represented by J. L. Clawson.

T. H. Clough, Buffalo, N. Y.

Colburn Co., The A., Philadelphia, Pa.

Represented by Charles D. Joyce.

Cotton Co., The C. L., Earlville, N. Y.  
 Represented by F. P. Beers.  
 Crawford Co., Wm. H., Baltimore, Md.  
 Represented by J. P. McDevit.  
 Davis Mfg. Co., Jellico, Tenn.  
 Represented by J. G. Foose.  
 Day-Bergwall Co., Milwaukee, Wis.  
 Represented by Gordon M. Day.  
 Hallcock-Denton Co., Newark, N. J.  
 Represented by Frank S. Muchmore.  
 Jennings Mfg. Co., Grand Rapids, Mich.  
 Represented by Walter A. Fox.  
 Johnson Co., H. A., Boston, Mass.  
 Represented by W. C. Whitman.  
 Jones Brothers Co., Brooklyn, N. Y.  
 Represented by John Glassford.  
 Kohnstamm & Co., H., New York City.  
 Represented by Charles E. Fricke, Louis J. Woolf.  
 McCormick & Co., Baltimore, Md.  
 Represented by R. H. Bond, F. M. Boyles, W. M. McCormick.

McLarens, Ltd., Hamilton, Canada.  
 Represented by Charles Peebles.  
 Parks Co., L. H., Philadelphia, Pa.  
 Represented by S. F. Irwin.  
 Pittsburgh Food Products Co., Pittsburgh, Pa.  
 Represented by James L. Klingensmith.  
 Rothrock Co., Inc., E. W., Tyrone, Pa.  
 Represented by E. E. Rothrock, F. W. Acklin.  
 Royce Co., Ahner, Cleveland, O.  
 Represented by Wilbur H. Hyde.  
 Sauer Co., The C. F., Richmond, Va.  
 Represented by C. F. Sauer.  
 Seeman Bros., New York City.  
 Represented by Louis B. Parsons.  
 Sherer-Gillett Co., Chicago, Ill.  
 Represented by S. J. Sherer.  
 Styron-Beggs Co., The, Newark, Ohio.  
 Represented by Frank L. Beggs, E. B. Styron.  
 Stickney & Poor Spice Co., Boston, Mass.  
 Represented by F. A. Ross.  
 Weir & Co., Inc., Ross W., New York City.  
 Represented by Clarence Schmelzel.

#### Associate Members Present.

Bush & Co., Inc., W. J., New York City.  
 Represented by C. Blair Leighton, T. L. Keough.  
 Chris Co., Antoine, New York City.  
 Represented by O. A. Brown, R. G. Callmeyer, C. H. Campbell (Philadelphia).  
 Commonwealth Fruit Products Corp., Hoboken, N. J.  
 Represented by Dr. F. E. Stockelbach.  
 Durlin & Co., New York City.  
 Represented by John de Redon, I. Cadena.  
 Dodge & Olcott Co., New York City.  
 Represented by John F. Pound, of Philadelphia.  
 Fritzsche Brothers, New York City.  
 Represented by B. F. Zimmer (Chicago), R. F. Fischer (New York).  
 Giese & Son, August, New York City.  
 Represented by Otto E. Giese.  
 Limbert & Co., J. N., Philadelphia, Pa.  
 Represented by J. N. Limbert, Robert B. Zink.  
 Marquardt & Co., H., New York City.  
 Represented by Chester A. Smeltzer.  
 Monsanto Chemical Co., St. Louis, Mo.  
 Represented by B. M. Covault (New York).  
 National Aniline & Chemical Co., Inc., Chicago, Ill.  
 Represented by Dr. F. E. Beecher.  
 Smack & Co., A. D., New York City.  
 Represented by Alfred D. Smack.  
 Thurston & Braudlich, New York City.  
 Represented by J. Edward Young, Jr.  
 Ungerer & Co., New York City.  
 Represented by Edward Trippie.

#### Attorney.

Thomas E. Lannen, Chicago, Ill.

#### Official Organ

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,  
 New York.  
 L. S. Levy.

#### Visitors

Foust, James E. Harrisburg, Pa.  
 State Food Commissioner.  
 Fuente, Angel de la, Papoutla, Mex.  
 (Curer of Vanilla).  
 Kremers, Dr. Edward, Madison, Wis.  
 (University of Wisconsin).  
 Manufacturing Perfumers Association, New York.  
 A. B. Calisher, Treasurer.  
 Richman, Dr. W. O., Madison, Wis.  
 (University of Wisconsin).  
*The Spice Mill*, New York.  
 B. F. Simmons.  
*Tea & Coffee Trade Journal*, New York.  
 O. W. Simmons.  
 Tri-States Wholesale Grocers' Association, Philadelphia.  
 A. M. Graves, Secretary and General Manager.

### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

#### FEDERAL.

##### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, No. 4,251 to 4,300 inclusive, sent out last month by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

4254. Adulteration and misbranding of so-called birch oil, U. S. v. 2 Cans \* \* \* Birch Oil. Default decree of condemnation, forfeiture, and destruction. The product was offered for sale as birch oil, whereas it consisted largely of methyl salicylate, which was substituted for the pure oil.

4263. Adulteration of whole Japan ginger. U. S. v. 25 Bags of Whole Japan Ginger. Default decree of condemnation, forfeiture, and destruction. Adulteration was alleged for the reason that it consisted of a filthy, putrid, and decomposed vegetable matter. It was alleged that the product was colored, powdered, and coated with chalk or some similar substance in a manner whereby damage or inferiority was concealed.

4292. Adulteration of oil of birch. U. S. v. 2 Cans of Oil of Birch. Default decree of condemnation, forfeiture, and destruction. There had been substituted wholly or in part certain substances, to wit, methyl, salicylate and foreign oil.

#### Pure Food Officials to Meet.

The Annual Convention of the National Association of Food, Drug and Dairy Officials will be held at Detroit, opening on August 7. It is forecast that efforts will be made to procure such readjustments of state laws, where necessary, as will align them with national legislation.

#### STATE. Connecticut.

Part V of the annual report of the Connecticut Agricultural Experiment Station for 1915 is at hand. It deals with food products and drugs. Of the 756 samples collected by the station agent 174 were adulterated, misbranded or below standard, exclusive of the 49 proprietary medicines. The Dairy and Food Commissioner submitted to the laboratory 1,397 samples, chiefly butter, cheese, milk, soda water syrups, temperance drinks and drug products. Of these 522 were adulterated, misbranded or below standard, and 24 were legally labeled compounds. Besides the above, 257 samples have been examined for city and health officials and other individuals. In all 2,200 samples were analyzed, of which 806 were adulterated, misbranded or below standard (exclusive of proprietary medicines), showing that the pure food millennium has not yet arrived.

One hundred and twenty-one samples of flavoring extracts were examined, including all the common extracts, except vanilla, and a number of those which are less frequently analyzed. Of fourteen samples of almond extract two were deficient in oil. Thirty-one samples were of lemon extract, and of twenty-six alleged to be pure extracts only one was below standard. The showing generally was good. The following standards have been established:

*Celery extract*, the flavoring extract prepared from celery seed, or from oil of celery, or both, and contains not less than 0.3 per cent by volume of oil of celery seed.

*Cinnamon extract*, the flavoring extract prepared from oil of cinnamon, and contains not less than 2 per cent by volume of oil of cinnamon.

*Clove extract*, the flavoring extract prepared from oil of cloves, and contains not less than 2 per cent by volume of oil of cloves.

*Nutmeg extract*, the flavoring extract prepared from oil of nutmeg, and contains not less than 2 per cent by volume of oil of nutmeg.

*Peppermint extract*, the flavoring extract prepared from oil of peppermint, or from peppermint, or both, and contains not less than 3 per cent by volume of oil of peppermint.

*Rose extract*, the flavoring extract prepared from otto of roses, with or without red rose petals, and contains not less than 0.4 per cent by volume of otto of roses.

*Spearmint extract*, the flavoring extract prepared from oil of spearmint, or from spearmint, or both, and contains not less than 3 per cent by volume of oil of spearmint.

#### Tax and License Bill in Georgia.

Mr. Stark has introduced in the Georgia Legislature a bill imposing a tax of 10 cents a gallon on all soft drinks, 25 cents a gallon on tinctures and 50 cents a gallon on extracts. Sellers of soft drinks are to pay a license of \$25 a year in towns of less than 2,500 inhabitants and \$50 a year in larger cities. A substitute provides in addition a tax of \$100 a year on bottling establishments.

#### Louisiana Beverage Container Bill.

There has been introduced in the Louisiana Legislature by Mr. Barrett House Bill No. 183 to protect owners of bottles, syphons, fountains or tanks and boxes or cases used in the manufacture and sale of seltzer, soda and mineral waters, or other non-alcoholic beverages. Misuse of containers is penalized by fines of \$50 to \$300, or imprisonment from 30 days to three months, or both.

#### No Borax Food in Pennsylvania.

Although the federal food law authorities have decided to meet manufacturers half way in the matter of high price of benzoate of soda and permit the use of boric acid and borates in certain products during the hot weather, especially salt fish, Food Commissioner James Foust of Pennsylvania has decided to absolutely ban all such products from entering his own state and has issued a warning to the dealers to that effect. Mr. Foust maintains that the ruling made by the federal government in allowing temporary use of boric acid destroys the uniformity in food law.

#### Saccharin Prohibition Upheld in New York

The Court of Special Sessions of the City of New York has sustained the Health Department regulation prohibiting the use of saccharin in food products in the case against the Excelsior Bottling Works, which is held guilty of violating section 68 of the sanitary code. The case involved the use of the coal-tar product as a sweetener for soda water. The local issue is necessarily a test on the interpretation of the New York Sanitary Code on the question of adulteration of a food product containing any ingredient which may render it injurious to health. A further resolution provided specifically "that foods or food

products containing saccharin be deemed adulterated under the sanitary code."

Judge Russell who rendered the principal opinion declared that while saccharin may not be deleterious as an ingredient of food, it had no food value and as it was used as a substitute for a well-known article in common use which did contain high food value, the absolute prohibition of the use of saccharin was clearly within the department's authority. The adulteration of milk by adding water and the substitution of oleomargarin for butter were declared to be practically analogous. The court recognized that the Legislature could not forbid or wholly prevent the sale of a wholesale article of food, but where an article may be manufactured in imitation or semblance of a well-known article in common use and consumers or purchasers may be imposed upon, legislation was capable of checking this medium of imposition.

The section of the sanitary code and resolution of the Health Department were recognized as a reasonable exercise of police power and were not obnoxious to either federal or state constitutional provisions.

One reference in Judge Russell's opinion sets up rather a distinctive point of law as follows, bearing upon the question of legislation to prevent imposition and fraud.

*"Nor will a suitable label afford a sufficient protection to the public against fraud. The blind and illiterate are entitled to the full protection of the law."*

Judge Collins, who rendered a dissenting opinion, strikes pointedly at this reference by asking why it should be lawful to forbid generally the use of an article of commerce or merchandise because of the danger of imposing upon the blind and illiterate? He believes a suitable label might be the means of reaching the constitutional solution of the question of deceit. The judge holds the regulation to be unreasonable and void.

#### Exports of Flavoring Extracts.

Exports of flavoring extracts from the New York customs district for the last month were: Cuba, \$1,104; Newfoundland, \$454; Australia, \$318; Panama, \$188; Costa Rica, \$185; Bermuda, \$172; Venezuela, \$157; British Honduras, \$117.

#### Pleasure to Pay This Subscription.

*Editor American Perfumer and Essential Oil Review:*

Enclosed please find \$1, the price of your subscription for the AMERICAN PERFUMER. This is one subscription that gives us pleasure to pay, as we certainly find a great deal in its pages to interest us.

Wishing you continued success, we are  
Cincinnati, June, 1916.

ULLMANN, DREIFUS & CO.

#### MADE IN AMERICA.

Maiden America,  
Here's to you;  
Your worth is known  
As your worth is true.

Your style's my style  
And your ensign's blue;  
Oh, Maiden America,  
I'm for you.

—Burt's Box Bulletin.

#### Beware of Temptation!

There are many temptations today to speculate in business, but speculation means taking a gambling chance of loss as well as a chance of winning.—*Confectioners' Journal*.

#### Pleasure to Renew Subscription.

*Editor American Perfumer and Essential Oil Review:*  
It gives us great pleasure to enclose check for the renewal of our subscription.

COLONIAL CHEMICAL CO.,  
Pittsburg, July, 1916.

J. J. HAWKINS, Manager.

#### Anxious to Get the Job.

"What line did you say you were in?"  
"I manufacture a face powder that can't be kissed off."  
"Who has charge of your proving grounds?"—*Kansas City Journal*.

## PERFUMERY MATERIALS.

An Analysis of the Constituents of 349 Perfumes  
By E. H. F. BRITTAIR, M.P.S.

Mr. Eugène Rimmel very aptly remarks in the preface to his "Book of Perfumes" that "the recipes given in books are never those actually used," on the ground that those who have perfected the art of compounding perfumes are not likely to make their knowledge common, says the London *Chemist and Druggist*. No doubt there is much force in this argument, but since that time, now fifty years ago, the activities of manufacturers of raw materials have widened our knowledge of the actual materials in use. Thus a collection of formulae should show something of their application even granting the widest limits of the professional skill and *modus operandi* of the trained perfumer in the use of them. The accompanying analysis is, therefore, given for what it is worth.

The 349 formulae were taken from well-known works on perfumery, and many of them are in actual use. Some of them would now be considered quite old-fashioned in these days of synthetics and artificial flower oils, but, on the other hand, a large proportion of the formulae are quite modern, as shown by the very considerable use of members of these groups. In this connection it may be interesting to note that in the formulae, as given in "Pharmaceutical Formulas" published in 1908, the use of synthetics averages about one per four formulae, and artificial flower oils run out at about one in fifty. The present analysis shows synthetics at nearly one per formula, while flower ottos occur in four out of seven recipes, thus showing how much they are in favor at the present time. The analysis emphasizes the popularity of rose, jasmin, and musk odors. The formulae do not include any for lavender water or eau de Cologne. The figures indicate the number of times of occurrence of each line in the 349 formulae analyzed:

Essential Oils.	
Rose otto	218
Bergamot	125
Neroli	111
Geranium	81
Sandalwood	67
Cloves	54
Orris	46
Lavender	45
Bitter almonds	42
Lemon	40
Ylang-ylang	37
Patchouli	34
Vetivert	27
Lemongrass	26
Cedarwood	18
Narcissus	5
Orange	10
Pimento	9
Cinnamon	9
Cananga	8
Nutmeg	8
Cedrat	6
Cassia	6
Linaloe	5
Citronella	4
Mace	4
Opopanax	4
Rosemary	4
Rhodium	3
Mandarin	3
Coriander	3
Natural Products	
and tinctures or infusions made from them.	
Musk (natural)	150
Orris	85
Vanilla	80
Ambergris	69
Benzoin	67
Civet	51
Tonka	39

Storax	25
Oakmoss	19
Vert de violette	10
Balsam of tolu	8
Balsam of Peru	7
Mace	2
Labdanum	1

*Synthetics and Compounds isolated from essential oils—e.g., santalol.*

Musk (artificial) 75

Vanillin 45

Heliotropin 41

Coumarin 32

Hyacinthin 18

Ionone 15

Aubépine 12

Benzoinic acid 9

Benzyl acetate 9

Terpineol 7

Musk ambrette 7

Benzyl benzoate 6

Eugenol 5

Linalol 4

Santalol 4

Amyl salicylate 4

Methyl ionones 4

Ambre 4

Geraniol 3

Cinnamic alcohol 3

Geranyl formate 2

Iso-eugenol 2

Phenyl-ethyl-alcohol 2

Citronellyl formate 1

Myrtol 1

Yara Yara 1

Oil of mirbane 1

*Sundries*

(including compounded perfumes used as ingredients in other perfumes).

Ess. millefleurs 11

Ess. Mareschale 2

Ess. Jockey Club 1

Ess. spikenard 1

Lavender water 3

Eau de Portugal 1

Aq. mellis 1

Aq. rosa trip. 11

Aq. aurant. trip. 10

Cardamom seeds 2

Nutmegs 1

Sandalwood 1

White sugar 1

*Exports of Perfumery from New York.*

Perfumery exports from the New York customs district for the last month were as follows:

England, \$16,867; Argentina, \$7,474; British India, \$6,825; British West Africa, \$5,886; Cuba, \$5,651; Brazil, \$4,792; Denmark, \$2,455; France, \$2,165; New Zealand, \$2,143; British South Africa, \$2,138; Chile, \$1,906; Australia, \$1,666; Colombia, \$1,661; Uruguay, \$1,502; Ecuador, \$1,323; British Guiana, \$1,061; Panama, \$1,047; Barbados, \$926; Venezuela, \$900; Jamaica, \$855; British West Indies, \$792; Peru, \$650; Honduras, \$582; Trinidad, \$424; Salvador, \$412; Hayti, \$289; Dutch West Indies, \$282; Costa Rica, \$260; Newfoundland, \$351; Guatemala, \$189; Bermuda, \$152; Italy, \$121; Danish West Indies, \$104; Mexico, \$103.

*Congratulations from California.*

*Editor American Perfumer and Essential Oil Review:*  
It is with pleasure that I enclose \$1 for one year's subscription to your most valuable journal and permit me to join the phalanx of those who so justly congratulate you on your well deserved success.

E. MOULIÉ,  
San Diego, July, 1916.

## PROTECTION OF DESCRIPTIVE TRADE MARK AGAINST UNFAIR COMPETITION

A decision comprising a broad, practical and apparently equitable determination of what constitutes unfair competition in the sale of brushes bearing a descriptive mark similar to that used a number of years previously and registered as a trade-mark by another manufacturer of brushes although incapable of validity as a trade-mark, because it was merely descriptive of the process of manufacture, was rendered by the United States District Court at Newark, N. J., in the case of the Rubber & Celluloid Harness Trimming Company, controlling the Rubberset Company, Newark, against the F. W. Devoe & C. T. Raynolds Company, New York. The plaintiff made no charge of trade-mark infringement, but based its case wholly upon unfair competition, claiming the use of the term "Set in Rubber" on the ferrule of defendant's brushes was reasonably calculated to deceive purchasers of brushes and divert much trade from plaintiff to defendant. While the decision favors the plaintiff on the fundamental principle involved, it recognizes certain rights of the defendant and prescribes the methods by which the use of a descriptive term can be protected.

The plaintiff began the manufacture of brushes employing a new process of setting the bristles in rubber in 1890 under patent rights issued in 1887 and 1889. For a number of years the terms "Hard Rubber Set and Bound" and "Hard Rubber Set" were used and in 1906 they were registered as trade-marks. The same year the word "Rubberset" was adopted and registered, and an active advertising campaign was inaugurated. Plaintiff's patents for the process and product had expired previously. The brush business was established under the name of the Rubberset Company.

In 1911 the defendant began to make and sell brushes, with the bristles set in rubber, advertising this type and embossed on the ferrule the words "Set in Rubber-Devoe," with the full name of the house on the handle. The term "Set in Rubber" was used in defendant's catalogues and in its advertising and display matter. It was claimed that this designation was wholly within defendant's rights as "Glue set," "Cement set" and similar terms used by manufacturers to describe the manner in which their brushes were made long before the plaintiff began to use "Rubberset," and there could be no question of any attempt to deceive since the name Devoe was used in connection with the descriptive term.

Dismissing any consideration of the right of plaintiff to "Rubberset" as a valid trade-name, the court gave its attention to the question of protection by reason of the establishment of a secondary meaning by association with the goods of a particular manufacturer, giving him the right to the reputation and good-will the goods have acquired so that the public may be entitled to the means of distinguishing between them and other goods. It was found on the evidence in the earlier case of the same plaintiff against the Rubber-Bound Brush Company in the New Jersey State Court, as well as in the case at bar, that the word "Rubberset" had acquired a secondary meaning of origin of manufacture not only among manufacturers but among dealers and the general public, and that the designation

of "Set in Rubber" was so similar that to the ordinary person it would convey the same meaning as "Rubberset" and thereby lead to deception. The argument that dealers would not be deceived by this similarity was dismissed, since the rule of the courts had wisely required that the manufacturer must, in the first instance, take such precaution as will make it fairly impossible for a dealer to deceive an ordinarily cautious customer.

The court based its finding of unfair competition chiefly upon the practice of the defendant in embossing upon the ferrule of its brushes for the first time in its history the character of the brush, so that the words "Set in Rubber" could not be construed as a descriptive term but as a trade name, and that the addition of the name Devoe might carry to the ordinary purchaser merely the name of a brand and would not sufficiently prevent misapprehension as to the origin of manufacture on the part of one who wished to buy a "Rubberset" brush made by the plaintiff and whose inclination to do so was brought about by the extended advertising.

The court recognized the right of defendant to use a term descriptive of the process of manufacture, for to preclude such use by reason of similarity to plaintiff's style would give to the latter the full effect of a trade-mark. The conclusion was that defendant was not entitled to use "Set in Rubber" or similar words on the ferrule of any of its brushes, but could employ them on the handle proper, with the full name of the manufacturer, not simply Devoe. There was no accounting for profits allowed since the element of unfair competition did not involve any wilful or fraudulent purpose.

### MAKING SWEET BIRCH OIL.

An application to buy all of the bark or black birch on a large watershed in one of the national forests in the Southern Appalachians has been received by officers in charge, who say that the bark will be used by the mountaineers to make sweet-birch oil, a substitute for oil of wintergreen. The rise in price of salicylic acid, which is the base of the synthetic oil, has increased the demand for the birch oil manufactured in this country.

Sweet-birch oil has been made in this country for many years and is obtained from the wood and bark of the black birch. The oil is a product of steam distillation plants, where, in addition to the twigs, bark and young sprouts of the birch, the entire tree is sometimes used. About 22 bushels of bark are used for every run and it is said that this amount yields approximately four pounds of oil. Three or four runs a week can be made. Most of the accessible birch in the valleys has been cut. Each year the oil makers have to go farther back in the mountains.

It is asserted that manufacturers and dealers are apt to be suspicious of the purity of the oil made in the mountains, because of the ease with which it can be adulterated. Only a chemical analysis will reveal this adulteration, and kerosene, methyl salicylate, and other liquids are often used by unscrupulous people. Last autumn several persons in western North Carolina were convicted of this offense.

The forests in the east purchased by the government are reported to contain large quantities of birch and are expected to become an important source of supply.

## SOAP INDUSTRY SECTION.

Conducted by Dr. E. G. Thomssen, of Brooklyn, N. Y.

With this issue THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW commences the publication of a supplement devoted exclusively to the interests of the soap industry, which will be maintained as a regular department and improved and extended as time and experience in the treatment of this specialty may justify. The supplementary publication is the realization of a long and thoroughly considered plan to present the vital points relating to every phase of industrial and commercial activity and interest to the soap trade along the lines we have followed in other fields. We are confident that the need and value of a publication catering so fully and sincerely to the soap trade as is our purpose will be recognized throughout the industry, since there is no journal in the country which meets the adequate requirements of a general trade organ. We earnestly ask the co-operation of those who are identified with or concerned in the interests of the trade to help in the fulfillment of our cherished ambitions in this field.

The soap industry has been closely related to the interests of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW from the first publication and most of the manufacturers and others connected with it have been in complete touch with our development. These readers well understand our policy and in the new undertaking we hope we may count upon their support by such suggestions as may be presented from time to time and we shall welcome with equal zest any criticisms concerning the conduct of the department. Items of trade and personal interest and information bearing upon any branch of the industry will be appreciated.

It is our purpose to cover the trade from every viewpoint, from the initial stages of the raw materials to the marketing of the finished products. The soap supplement will be divided into four sections, editorial, trade matters, market reports and technical subjects. The markets will be treated by the most competent and expert authorities. The technical section will comprise original papers, reviews from the best foreign and domestic sources and abstracts from works of leading trade and technical writers.

We ask your fullest consideration of our initial soap supplement, and keenly await any expressions that will help in establishing its interest and value to ever-increasing advantage.

### CONDITIONS IN THE TRADE.

Three big factors have involved the manufacture of soap in this country in more or less serious disparagement for many months, the generally high cost of raw materials, the premium on freight and the more exacting requirements of labor. Of these difficulties the questions of materials has probably operated to greatest effect, and it is a matter of much gratification that the markets for a number of principal items have lately shown reactionary tendencies to relieve the soap industry of at least part of the burden which could not begin to be balanced against returns on the finished products. The easing course of glycerine has been reflected upon several of the vegetable

oils and in the list of chemicals and miscellaneous items declines have been the rule, chiefly on the development of a keener spirit of realization on the part of sellers. While the volume of soap business seems to have measured up to general expectations, the irrepressible bugaboo of competition has throttled any idea of marking up prices within a closer range of the increased cost of production. As a leading manufacturer has described it, the soap industry is practically alone in failing to establish its markets on lines of sound and equitable economics.

On this occasion of entering upon the publication of a supplement devoted entirely to the interests of the soap trade, we believe that prevailing conditions justify with particular timeliness the plea for the development of a more kindred spirit of co-operation that may reasonably work out an actual organization whereby the various trade problems and complications may through clearing-house procedure be brought to safest and most capable settlement. With the end of the war, new difficulties affecting the course of business will inevitably be presented and their bearing may be as precipitate and unreasonable as were many of the issues that have risen during the progress of the war. In almost every field of industrial and commercial activity trade organizations have rallied their forces to the determination of these questions and have strengthened their position in working out the best solution of the problems still in store. It has been argued that the soap industry has various distinctive questions which must find their settlement by individual methods, but there can be no doubt that conditions of fundamental concern will arise from time to time on which the advantage of joint experience and consideration will be fully established.

A few years ago a co-operative movement was undertaken with the specific purpose of creating a standardization for tallow, but it failed to materialize. Meeting on such a common ground as is indicated by this proposal, it would have been in natural order to take up the subject of standards for other materials and other questions of equally definite bearing. The advantage of co-operative buying of the staple commodities for soap manufacture may be advanced. This system has been in successful operation in Germany under methods that would in no wise violate the letter or spirit of our laws. An instance of the benefits of the German plan has been related in the case of copper purchased in this country. By merging their buying interests, the Germans were able to secure terms about one cent below the prevailing market here. By pooling their orders through a central buying account the soapmakers could close their principal requirements at more favorable terms than operating individually, in which case one round purchase might reasonably put the market at a higher level for the next buyer.

### Powdered Soap Mixture.

S. McComb and J. B. McComb. U. S., 1,172,297. A pulverulent detergent is formed of soap 20 lbs., borax 6 lbs.,  $Na_2CO_3$  3.5 lbs., ultramarine blue 8 oz., glycerol 8 oz., and oil of cedar leaves 3 oz. 10 oz. of this mixt. in 4 gals. of hot  $H_2O$  is used for brushing carpet or rugs.

## THE EMPLOYMENT OF SYNTHETICS IN THE SOAP INDUSTRY, WITH REGARD TO THEIR CHEMICAL PROPERTIES\*

By R. MARCHAND

### 1. GENERAL.

The employment of synthetics is constantly increasing. The present war situation, by which the importation of many natural products are wholly or partly prevented, will considerably increase the demand. It is to be hoped that these consumers, after the war, will remain true to the products of their home industries. To insure this, it is necessary that the employment of these products be effected in a skillful manner. It is, however, to be regretted, that many consumers formerly regarded the synthetic substances unfavorably, the reason therefore being that past experiments have not produced the desired results. While this is to be attributed on the one hand to the fact that formerly insufficiently proven substances were often employed, with the idea that for soap they were good enough, on the other hand, it was ignorance of their chemical composition, and, as a result, their erroneous employment, that was the cause of failure. In soap-making, above all, it is necessary to be able to determine whether a certain product, in a certain soap, will prove permanently durable.

With a knowledge of the constitution of the synthetics this may be determined in advance with tolerable accuracy. If a synthetic is durable only to a limited extent in the presence of alkali, its employment for this reason is not entirely impossible as there are various means of protecting the perfume from the injurious effects of the alkali. On the other hand, there are, particularly among artificial perfumes, a large number that are adapted for the perfuming of soaps containing alkalies. If it is compulsory to perfume such a soap, it is, however, unconditionally necessary, first to obtain assurance of alkali-proof character. In any event a larger number of the synthetics are much more alkali proof than are the essential oils and in the case of soaps that are not entirely neutral, their use is unquestionably to be preferred to that of essential oils.

When in this paper, proof against alkali is spoken of, proof against alkali of the concentration and at temperatures that are employed in the manufacture of soap is meant. If therefore a synthetic is referred to as being absolutely proof against alkali, a substance is thereby understood that can be added to a cold-made soap before the saponification is completed.

The manner of action varies and may in the main be classified under three different characters:

A. Direct combination of the synthetic (for instance in the case of phenols like eugenol).

B. The cleaving and subsequent combination (as for instance in the case of benzyl acetate).

C. Polymerization (as for instance in the case of ionones).

The latter is the most dangerous because, in this instance, very small quantities will suffice to destroy a large amount of synthetic substance. With the others, the effect ceases when the excess of alkali present is exhausted. After very long storage and under favorable conditions, the

water contained in the soap of itself can affect very easily saponifiable esters. This must be particularly considered in the case of soaps that are to be exported to tropical countries, because here the high temperature promotes this disagreeable action of the water. For such purposes, it is therefore advisable to employ particularly resistant products.

The result of the action is likewise different. In the case of A, the scent diminishes quickly; in B more slowly; in C it disappears totally. As an exceedingly disagreeable accompanying phenomenon, the discoloration of the soap is likely to take place, especially when the combination product is colored. (Eugenol potassium, for instance, is yellow.)

### 2. PERMANENCE OF THE VARIOUS CLASSES OF SUBSTANCES.

Among synthetic products and isolated aromatics the most varied bodies are included. On the whole there are to be considered: 1. Alcohols—(a) aromatic; (b) alicyclic; (c) aliphatic. 2. Aldehydes—(a) aromatic; (b) alicyclic; (c) aliphatic. 3. Ketones—(a) aromatic; (b) alicyclic; (c) aliphatic. 4. Ethers. 5. Esters. 6. Hydroxyl compound. 7. Halogen compounds. 8. Nitro compounds.

#### 1. ALCOHOLS.

##### a. Aromatic.

All aromatic alcohols display unlimited permanence, even those with double bonds, such as cinnamic alcohol, may very well be used. To this class belong, benzyl alcohol, phenylethyl alcohol, phenyl propyl alcohol, cinnamic alcohol.

##### b. Alicyclic.

These, too, are very stable. This class includes the most valuable scents and these, provided that they are perfectly pure, can all be used in white soap. Those best known are citronellol, farnesol, nerol, terpineol, santol, linalool, geraniol.

##### c. Aliphatic.

This class of substances, which has only recently come into use in soap manufacture, is absolutely stable, irrespective of whether it is primary or secondary alcohol that we are dealing with. Under consideration we have: octyl alcohol, primary and secondary; nonyl alcohol, primary; decyl alcohol, primary; undecyl alcohol, primary.

#### 2. ALDEHYDES.

##### a. Aromatic.

These aldehydes are among the most important synthetics. They are considerably less stable than the respective alcohols and their employment in cold-made soap is in a large part impossible. In the case of the aromatic aldehydes, it is impossible to give a general behavior, because the related groups exercise a great influence. We are consequently compelled to discuss these substances separately, each one by itself.

*Benzaldehyde.* Very unstable. Its odor weakens greatly during prolonged storage and finally disappears entirely. When, in spite of this it is to be used, it should never be employed alone, only in compositions. Soaps, as neutral as

possible or an addition of cinnamic acid is advisable. Its frequent use in shaving soap, which is often not quite neutral, is to be ascribed only to its cheapness.

Anisic aldehyde is much more lasting. But this also should be used only in compositions, never alone, because it possesses the undesirable property, when exposed to the air, of oxidizing into the odorless anisic acid. It is, owing to this, that soaps perfumed only with hawthorn (aubpine) have no scent on their surface and only give off a perfume on washing.

*Heliotropin.* This is probably the most permanent of the odoriferous aldehydes. Its ether group is not only insensitive to alkali, but has an actively protective effect on the aldehyde group. With chemically pure heliotropin, no discoloration of the soap takes place. It is advisable to use heliotropin only dissolved in a perfectly alkali resistant solvent, as otherwise undissolved little particles may separate which may give rise to the formation of spots. Benzyl alcohol is best suited for the purpose, because it is not only impervious to lye, but, on account of its great solubility in water, promotes a good diffusion.

*Vanillin* is very sensitive. In addition to its aldehyde group, it has also a free hydroxyl group, so that with alkali, it forms a salt, which is not only odorless, but also colored, so that under the influence of light, the soap acquires an unsightly appearance. If in spite of this, the use of vanillin is decided on, it is only possible in a perfectly neutral soap, acidified with cinnamic acid. Furthermore, vanillin should be used only in a dissolved condition. Refer to heliotropin. It must also be noted that vanillin readily crystallizes out of all solvents that are likely to be used. Cinnamic and benzyl alcohol are advisable in this case.

*Cinnamic aldehyde* has a strong coloring effect on the soap, otherwise is fairly permanent.

#### b. Alicyclic Aldehydes.

This class of substances belongs to those that can be polymerized by a comparatively small quantity of alkali. As the behavior is the same, special discussion is not necessary. All of them will only prove lasting in soaps to which cinnamic acid has been added, which are consequently absolutely free from alkali. A slight coloring of the soap (yellow) is advisable. In this class belong citral, citronellal.

#### c. Aliphatic Aldehydes.

These are probably the most permanent of all aldehydes. They are also used for compositions in very small addition. Concerned here are: Octylaldehyde, nonylaldehyde and decylaldehyde.

### 3. KETONES.

#### a. Aromatic.

The aromatic Ketones, in so far as they contain no other group sensitive to alkali, are without exception stable. They can therefore be employed in soaps containing alkali and if chemically pure are also fast to light. Of course, with the complicated aromatic ketones, the presence of another group must be taken into consideration. Absolutely stable are acetophenone, methylacetophenone, methoxyacetophenone entirely stable, but ketone musk is not absolutely fast to light.

#### b. Alicyclic Ketones.

Alicyclic ketones belong to the easily polymerizing substances, consequently only perfectly neutral soap, to which a weak acid has been added, can be used. As

an example we may mention the very popular ionone.

Ionone, which occurs in trade as A and B violet oil, or as violet oil that includes these two different types, is very sensitive to alkali, but it has been found that concrete orris oil is more stable in soap. This is to be attributed, in addition to the non-susceptibility of iron to the protective effect of the free myristic acid. Here therefore is evidence how great this effect is. We need therefore only furnish violet ketones with an equal protective, in the form of myristic or cinnamic acid. An addition of styrax, owing to its free cinnamic acid and readily saponifiable esters, forms a good protection; it increases and fixes the violet odor also strong. The color occurring does, in this case, but little harm, violet soap in any event is colored brown. Styrax also possesses the advantages that its saponification products have a stronger odor than it has itself (cinnamic alcohol) owing to which the soap in the course of storage becomes softer and gains in strength of scent.

#### c. Aliphatic Ketones.

These are very stable. They occur only in very small quantities in compositions, methylheptylketone, methyl-nonylketone.

(To be continued.)

### New Method for Determination of Glycerine.

A new method of determining glycerine discovered by J. H. Bertram depends upon the formation of a soluble copper glycerine compound in alkaline solution, which by the addition of potassium iodide is determined as follows:

For fats and oils, the glycerine solution is obtained by saponifying 20 g. fat with alcoholic KOH, the fatty acids split off with acetic acid, filtered and washed. The filtrate is neutralized by adding acetic acid drop by drop and lead acetate solution is added until no further precipitate forms. It is then filtered and washed, the filtrate brought up to 1L. and 100 cm.<sup>3</sup> of the filtrate made excessively alkaline by a 2N KOH solution. After a 1:10 CuSO<sub>4</sub> solution has been added until a permanent precipitate of Cu(OH)<sub>2</sub> is found. It is then filtered and washed. The filtrate is acidified with excess of acetic acid, KI added and the iodine determined by N/10 sodium thiosulfate.

The adaptability of the method was proven by glycerine and oils of known glycerine content and gave satisfactory results. Mulis (Ziet. f. anal. chem.) had already given a similar method as the author later found but very different from his.

### Substitute for Soap.

A product which has successfully been used as a substitute for soap is prepared according to Schneider (*Pharm. Zentralh.*) by the following process: One hundred grammes of soap bark are heated on a water-bath for a half hour with 300 grammes of water, the mixture strained, the liquid mixed with 400 grammes of kaolin and 400 grammes of powdered talcum, and the resulting paste perfumed with any suitable substance. The paste does not froth, but cleanses the hands, it is said, better than ordinary soap.

### Hearings on Soap Industry Freights.

Further hearing is to be given by the Interstate Commerce Commission to the rates on cottonseed oil, soap stock, tank bottoms and inedible tallow in carloads from points in Arkansas, Louisiana, Missouri, Oklahoma and Texas to Cincinnati, Ivorydale and St. Bernard, Ohio, representing increases made in June 1915. In announcing a decision in the complaint of the Globe Soap Co., vs. the Abilene and Southern Ry., the Commission says the reliance of the railroads on the five per cent. increase prompts it to hold the rates open for further hearing.

## REFINING VEGETABLE AND ANIMAL OILS\*

By CHARLES BASKERVILLE, Ph.D., F.C.S.

Professor of Chemistry and Director of the Laboratory, College of the City of New York. Member of the Franklin Institute.

The terms "fat" and "wax" are commonly applied, more or less indiscriminately, to solid substances which have a greasy feeling to the touch and do not dissolve in water. Physically, waxes are regarded as having generally a harder consistency than fats. Chemically, fats are usually compounds of the trihydric alcohol, glycerol,  $C_3H_8(OH)_3$ ; while the waxes are compounds of monohydric alcohols of large molecular weight; for example, cetyl alcohol,  $C_{16}H_{34}OH$ ; myristic alcohol,  $C_{12}H_{26}OH$ , and cholesterol,  $C_{27}H_{46}OH$ . The names applied to some of these substances do not lessen the confusion; for example, "wool fat" and "spermaceti" are compounds of cholesterol and cetyl alcohol, hence are in reality waxes; while "Japan wax," a compound of glycerol, is actually a fat.

A fat, such as is indicated above, has among other physical properties a characteristic melting-point. Those which are liquid at ordinary temperatures are called *oils*. It is of such substances more especially that this communication deals with, although reference will be made to cocoanut oil, which may or may not be a solid at ordinary temperatures, therefore technically might be regarded as a fat.

It will be understood that the term "oil," as here used, is not to be associated with the natural or petroleum oils, *i.e.*, hydrocarbon oils, or the essential oils, both classes of which in general exhibit in a way the physical but not the chemical properties, necessarily, referred to above.

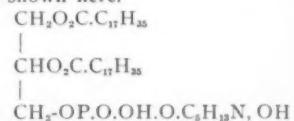
Fats are widely distributed in the vegetable and animal kingdoms, and, referring to the former only for the time being, we may say they are primarily glycerides of oleic, palmitic, and stearic acids. These fats are found *mainly*, but not necessarily, in the reproductive bodies, such as spores and seeds. They are found in spores, sexual and asexual, of many algae. In angiosperms they are widely distributed, replacing, wholly or in part, carbohydrates as reserve food material, and they are often associated with protein reserves; for example, in the seed from which colza oil, palm oil, cotton-seed oil, linseed oil, olive oil, and cocoa butter are obtained. It is present, perhaps, as a reserve food material, associated with starch, in some tubers. The starch in the parenchyma of the stem of certain plants may be converted into fat during the winter's cold, and *vice versa*, when there is a rise of temperature in the summer time. Without venturing into the misty etiology involved, we may, for our purposes, realize the likelihood of the presence of carbohydrates, proteins, and other substances derived therefrom, as gums, etc., in oils obtained from these sources by the various means to be referred to later.

These oil-containing bodies invariably contain some coloring matter. Some of the coloring matters appear to be essential for certain of the changes just referred to. The most prominent pigment appears to be chlorophyll, an ester of tricarboxylic acid, chlorophyllin,  $C_{31}H_{38}N_4Mg(COOH)_3$ , and is the normal green coloring matter of plants. It may

easily be broken down into substances that contain magnesium and substances that do not contain that metal.

Accompanying the chlorophyll are several pigments more or less insoluble in the cell sap; namely, carotin ( $C_{40}H_{60}$ ), yellow to red in color, and xanthophyll ( $C_{40}H_{60}O_2$ ), a neutral body, yellow to orange in transmitted light. These substances may be destroyed by the action of such powerful chemical agents as concentrated sulphuric acid, especially if heated in the presence of oxygen.

Closely related to the fats is a group of substances known as phosphatides or lecithins. Occurring in egg-yolk to about 9 per cent., we find them to the extent of from 0.25 to 1.75 per cent. in cereals and leguminous seeds, hence they appear in the oils extracted from the seed. They are glycerol esters, two of the acidities being neutralized by fatty acids, the third being saturated by a combination of phosphoric acid and choline, as shown here.



It is easily broken up by lipase, and hydrolyzed by boiling with alkalies and acids.

We always also find a small quantity of unsaponifiable residue in fats, which is in the main composed of the monohydric alcohols, cholesterol,  $C_{27}H_{46}OH$ , and phytosterol, the latter now being a generic term for a group of allied substances, with formulas varying from  $C_{27}H_{46}OH$  (sitosterol) to  $C_{28}H_{48}OH$  (stigmasterol). Cholesterol occurs in the bile, brain, and blood of animals, and is the chief alcohol constituent of wool-fat. All vegetable fats contain phytosterol, the amount varying from 0.1 to 0.3 per cent., being even higher in the oil obtained from certain peas and beans, especially Calabar beans.

The oils are extracted by disintegration of the mass involving a disruption of the oil-sacs: (a) with a suitable solvent; (b) rendering by heat, with or without water; (c) or pressure, mechanical, applied when the mass is cold or hot.

If the mass extracted be selected and perfectly clean and fresh, the oil or fat obtained is usually neutral and "sweet." The exigencies of commercial operation do not admit of these conditions, however, so the oil or fat produced is usually acid and more or less contaminated. The contaminations may be quite normal and natural. They may be bacterial in nature and also contain the very interesting substances known as enzymes (lipase, for example) which induce hydrolysis; that is to say, they will cause any water present to disintegrate the fats (and other bodies) into simpler bodies. This may be facilitated by exposure to air and light, so that a freshly-expressed oil that is sweet may soon acquire an unpleasant taste and odor. In

\*Presented at a meeting of the Section of Physics and Chemistry held February 10, 1916.—*Journal of The Franklin Institute.*

some cases we say it becomes rancid, but in all cases the oil develops acidity, and the amount of the acidity of a particular oil is a function of time.

Under favorable conditions—and they are usually favorable—these changes take place within the oil-containing bodies, so that freshly-produced oil is usually acid, which acidity increases on keeping. The enzymes are "killed," or decomposed, or at least their directive activity ceases, when they have been exposed to a temperature of about 200 degs. C. It has not been considered a good procedure by the practitioners of the art of oil extraction and refining, however, to heat the oil to such a temperature immediately after its production; but I venture the opinion that the increased development of acidity in crude oil in storage or in transit to a refinery will be materially affected by such treatment. However, it will be necessary to be assured that substances charred or scorched at that temperature are absent.

As mentioned above, oils and fats are primarily glycerides of the saturated palmitic ( $C_{16}H_{32}O_2$ ) and stearic ( $C_{18}H_{36}O_2$ ) acids, associated with the fatty acids of several unsaturated series. For example:

1. Oleic acid,  $C_{18}H_{34}O_2$ , type  $C_nH_{2n-2}O_2$ .
2. Linoleic acid,  $C_{18}H_{32}O_2$ , type  $C_nH_{2n-4}O_2$ .
3. Linolenic acid,  $C_{18}H_{30}O_2$ , type  $C_nH_{2n-6}O_2$ .
4. Clupanodonic acid,  $C_{18}H_{32}O_2$ , type  $C_nH_{2n-8}O_2$ .
5. Ricinoleic acid,  $C_{18}H_{34}O_2$ , type  $C_nH_{2n-10}O_2$ .

The last is an hydroxy acid, which undergoes a particular polymerization under suitable conditions.

Most fatty oils, on exposure to the air, tend to thicken, due partly to oxidation and partly to polymerization, or both. Oils are, in fact, classified by many according to their drying qualities and tendency toward resinification. These properties play an important part in their utilization in the arts; and their treatment in refining is materially affected by the time which may have elapsed from actual production to their refining. For example, a freshly-produced linseed oil may be profitably refined by a process which is inapplicable if the oil be "aged oil."

Oil, as stated, is normally a liquid, and we usually associate the phenomena of solution with a liquid. To be sure, this is a restricted conception, but will answer for our purposes. In this connection oil acts like water as a fluid. Water in motion carries fine particles suspended through long distances and deposits them in time, when fairly quiet, as we know from the formation of alluvial soils. Water carries certain substances in solution. These latter substances are sometimes colored and are partly fixed on the filter when that water passes through certain filtering media. For instance, we are able to absorb Congo red from a water solution with filter-paper. Again, water carries certain substances which do not stop on the filter; they are invisible and show themselves only when we apply the ultra-microscope. These finely-divided substances, not small enough to be in actual solution, will remain suspended in the water for long periods of time. They are called colloids. By various means, through heat, addition of an acid, an alkali, or a salt, by the influence of an electric current, or by the addition of other colloids, these very finely-divided substances may be caused to agglomerate; that is, they may be converted into particles of sufficient size to be separated from the fluid by means of a filter. Exactly the same is true of oils.

Organic colloid solutions may be viscous; the liquid particles are suspended in a liquid medium.

Many of the contaminating substances, referred to here in general, may be suspended in the oil, may be in solution in the oil, or may be in a colloidal condition in the oil.

It will, therefore, be quite apparent that crude vegetable and animal oils contain a variety of impurities traceable to a great variety of causes. The character of the crude oil depends not only upon the kind and part of the vegetable (wood, nut, seed, etc.) and animal (fish, whale, etc.) used, but the quality of the raw material at the time of expressage or extraction (rusting, rotting, fermentation, sprouting, heating, etc.), the method followed, the care exercised in the process, and the conditions to which the oil is subjected prior to its refining. In many cases, in fact, we find metallic soaps present in the crude oil, which soaps have resulted from an interaction of decomposition products of the oil and the rendering vessels.

No universal method for refining animal and vegetable oils is known. Your forbearance will not be taxed, however, even were it profitable, in discussing all the various proposals for fitting these oils best to the several purposes experience and practice have shown them to be applicable. A number of processes have been proposed, patented, or kept secret during the last 125 years. Around the knowledge and power of the practical oil-refiner not a little mystery still obtains. Each individual oil presents its own problem, and even the same oil by name, obtained under different conditions, involves judgment, based on the knowledge of the chemistry involved, to secure the best and most economical results. Furthermore, the use to which the oil is to be put must be considered; for example, one wants acid oil for some paints and neutral oils for foods.

(To be continued.)

#### SOAP PRICES IN GERMANY.

(Report from U. S. Consul Harry G. Seltzer, Breslau.)

The average price of ordinary laundry soap in Germany before the war was \$0.07 to \$0.08 per pound. The present price (May) ranges from \$0.47 to \$0.83. Ordinary soft soap, which was sold at 1.9 cents a pound before the war is now difficult to get at 30 cents. The retail price of domestic toilet soap was 2.4 cents to 11.9 cents per piece before the war. The present prices range from 9.5 cents to 23.8 cents per piece. Imported toilet soaps have almost disappeared from the market, and such supplies as still remain in stock are sold at an increase of 150 to 250 per cent.

The present scarcity of soap is fully realized by the authorities who have adopted regulations governing its use.

German soap manufacturers have succeeded in producing limited quantities of raw materials during the war, but there is an increasing dearth of such materials for the manufacture of soap. These materials include especially tallow, fats, vegetable oils, and rosin. Statistics of German imports show that 26,824 tons of beef and sheep tallow were imported in 1913, with a total value of \$4,341,120, and that imports for the first half of 1914 amounted to 10,960 tons, valued at \$1,773,814.

These imports came principally from Australia, Argentina, the United States, Great Britain, France, China, and Austria-Hungary, with small quantities from other countries.

## U. S. CENSUS OF THE SOAP INDUSTRY

A preliminary statement of the general results of the 1914 census of manufactures with respect to the soap industry was issued this month by Director Sam. L. Rogers, of the Bureau of the Census, Department of Commerce. It consists of a statement of the quantities and values of the product manufactured, prepared under the direction of William M. Steuart, chief statistician for manufactures.

Reports were received from 513 establishments that manufactured soap in 1914, the total products of which for the year were valued at \$135,340,499. Of these 513 establishments, the principal business of 371 was the manufacture of soap, and 142 were engaged primarily in other industries, such as slaughtering and meat packing and the manufacture of food products, cottonseed products, and patent medicines and compounds, and produced soap as a subsidiary product.

At the census of 1909 there were reported 526 establishments, with products valued at \$115,455,172. Of these 526 establishments, the principal business of 420 was the manufacture of soap and 106 produced soap as a subsidiary product. The number of establishments in 1914 was less by 13 than the number reported for 1909, but the total value of products increased by \$19,885,327, or 17.2 per cent., during the five-year period.

The products reported in 1914 comprise soap products, valued at \$107,030,620, as compared with soap products, valued at \$93,039,830, in 1909, an increase of 15 per cent.; and other products, including glycerine, valued at \$29,142,533, in 1914, as compared with \$22,415,342 in 1909. The total production of glycerine by all establishments in 1914, so far as it can be ascertained, not including that made and consumed in the same establishment, was 75,218,292 pounds, valued at \$13,052,240, as compared with 81,905,915 pounds in 1909, valued at \$11,752,562, a decrease 8.2 per cent. in quantity with an increase of 11.1 per cent. in value. The glycerine product of the soap industry was 45,419,827 pounds, valued at \$7,593,423, in 1914, as compared with 46,921,400 pounds, valued at \$6,790,246, in 1909, a decrease

of 3.2 per cent. in quantity and an increase of 11.8 per cent. in value.

The growth is chiefly in hard soaps, the output increasing from 1,794,249,000 pounds, valued at \$91,054,466, in 1909, to 2,064,228,000 pounds valued at \$104,500,542, in 1914, an increase of 15 per cent. in quantity and 14.8 per cent. in value. The 1914 product comprises 938,447,000 pounds of tallow soap, 42,524,000 pounds of olein soap, 111,063,000 pounds of foots soap, 169,926,000 pounds of toilet soap, 367,744,000 pounds of powdered soap, 97,746,000 pounds of soap chips, and 336,778,000 pounds of other kinds of hard soap. The production of soft soap as reported in 1914 was 57,002,000 pounds, valued at \$1,697,424, and in 1909, 60,037,000 pounds, valued at \$1,269,187. In addition, there were reported special soap articles, such as soaps for technical purposes, and liquid soap, to the value of \$832,654 in 1914, and \$706,177 in 1909.

Of the 513 establishments reported for 1914, 93 were located in New York, 58 in Pennsylvania, 44 in Massachusetts, 42 in Ohio, 33 in Illinois, 31 in California, 28 in New Jersey, 20 in Missouri, 18 in Rhode Island, 16 in Michigan, 14 in Wisconsin, 13 in Indiana, 12 in Connecticut, 11 in Minnesota, 9 in Iowa, 7 in Tennessee, 7 in Texas, 6 in Louisiana, 5 in Kansas, 5 in Washington, 4 in Georgia, 4 in Kentucky, 4 in Maine, 4 in Maryland, 4 in Oregon, 3 in Colorado, 3 in Oklahoma, 2 in Nebraska, 2 in New Hampshire, 2 in Utah, and 1 each in Alabama, Arizona, District of Columbia, Florida, Idaho, Mississippi, Montana, Nevada, and Vermont.

The comparative statistics for 1914 and 1909 are summarized in the tabular statement printed on this page.

## CENSUS ON SODAS AND SODIUM COMPOUNDS.

Reports for 1914 were received from 68 establishments, which manufactured 1,371,105 tons of sodas, valued at \$22,616,696. Of these 68 establishments the principal business of 40 was the manufacture of sodas solely or in connection with other chemicals, and 28 were engaged primarily in other industries but manufactured sodas to the value of \$709,561 as subsidiary products.

The output of these sodas in 1914 comprised 90,169 net tons of bicarbonate of soda, valued at \$1,439,014; 212,539 tons of caustic soda, valued at \$6,657,514; 106,591 tons of sal soda, valued at \$1,510,449, including 34,335 tons of sal soda crystals, valued at \$600,240; 935,305 tons of soda ash, valued at \$10,937,945; and 26,501 tons of borax, valued at 2,071,774.

At the census of 1909 there were reported 68 establishments, with soda products aggregating 967,730 tons, valued at \$20,061,505. The 1914 output thus exceeded that of 1909 by 403,375 tons, or 41.7 per cent. in quantity and by 2,555,191, or 12.7 per cent. in value.

The statistics show increases for soda ash from 646,057 tons, valued at \$10,362,656, in 1909, to 935,305 tons, valued at \$10,937,945, in 1914, amounting to 44.8 per cent. in quantity and 5.6 per cent. in value; and for caustic soda, from 131,612 tons, valued at \$5,264,887, in 1909 to 212,539 tons, valued at \$6,657,514, in 1914, amounting to 61.5 per cent. in quantity and 26.5 per cent. in value.

In addition to these sodas, there were manufactured in 1914 sodium products to the value of \$8,280,572, not including sodium chemicals.

Of the 68 soda establishments reported for 1914, 12 were located in California, 11 in New York, 6 in Michigan, 5 in New Jersey, 4 in Pennsylvania, 3 each in Indiana,

The Soap Industry—Comparative Statistics for the United States:  
1914 and 1909.

Number of establishments.	1914, 513	Per Cent. of Increase,* 1909-1914.	
		1909, 526	—2.5
<b>Products.</b>			
Total value .....	\$135,340,499	\$115,455,172	17.2
<b>Hard soaps:</b>			
Pounds .....	2,064,228,000	1,794,249,000	15.0
Value .....	\$104,500,542	\$91,054,466	14.8
Kinds, pounds—			
Tallow .....	938,447,000	944,409,000	—0.6
Olein .....	42,524,000	33,696,000	26.2
Foots .....	111,063,000	73,444,000	51.2
Toilet .....	169,926,000	111,571,000	52.3
Powdered .....	367,744,000	301,176,000	22.1
Soap chips .....	97,746,000	329,953,000	31.7
All other hard soaps.	336,778,000		
<b>Soft soap:</b>			
Pounds .....	57,002,000	60,037,000	—5.1
Value .....	\$1,697,424	\$1,269,187	33.7
Special soap articles, value	\$832,654	\$706,177	17.9
<b>Glycerin:</b>			
Pounds .....	45,419,827	46,921,400	—3.2
Value .....	\$7,593,423	\$6,790,246	11.8
All other products, value.	\$20,716,456	\$15,625,078	32.6

\*A minus sign (—) denotes decrease.

Kansas, Massachusetts, Missouri, Ohio and Wisconsin, with the others scattered in the states.

CENSUS ON ROSIN AND TURPENTINE.

Returns were received from 1,392 turpentine distilleries in operation in 1914. Their total output was valued at \$20,968,684 and consisted of 26,980,981 gallons of spirits of turpentine, valued at \$10,510,407; 2,885,077 barrels of rosin, valued at \$10,332,700; and dross valued at \$125,577. Seventeen other plants using wood only for distillation produced 667,958 gallons of spirits of turpentine, valued at \$230,800, and 59,852 barrels of rosin, valued at \$242,899. The aggregate production of turpentine for 1914, therefore, was 27,648,939 gallons, and of rosin, 2,944,929 barrels.

Of the 1,392 establishments reported in 1914, 561 were located in Georgia, 507 in Florida, 160 in Alabama, 61 in Mississippi, 35 each in North and South Carolina, 27 in Louisiana, and 6 in Texas.

SOAP IMPORTS AND EXPORTS

Official records of imports and exports of soap for April and ten months of the fiscal year with comparisons follow:

IMPORTS.		
Castile Soap.		
Pounds.	Values.	All Other, Values.
April, 1916 .....	\$46,715	\$67,100
March, 1916 .....	35,947	3,483
April, 1915 .....	511,907	46,157
Ten months, 1916 .....	2,873,412	\$292,244
1915 .....	3,531,110	295,129
1914 .....	3,947,371	305,458
EXPORTS.	All Other.	
Toilet or Fancy, Values.	Pounds.	Values.
April, 1916 .....	\$189,461	4,831,605
March, 1916 .....	277,915	5,460,362
April, 1915 .....	184,057	5,567,412
Ten months, 1916 .....	\$2,169,466	64,133,038
1915 .....	1,383,354	50,892,060
1914 .....	1,770,623	48,185,099

Exports of soap from the New York customs district during the past month follow:

Toilet and Fancy—France, \$16,232; Argentina, \$14,933; Denmark, \$10,267; Cuba, \$5,377; New Zealand, \$4,824; British India, \$4,702; England, \$4,375; Chile, \$3,473; British Guiana, \$3,169; British South Africa, \$3,181; Colombia, \$2,254; Hayti, \$2,212; Ecuador, \$2,052; Venezuela, \$1,655; Japan, \$1,550; Peru, \$1,437; Panama, \$1,266; British West Indies, \$1,062; Mexico, \$948; Australia, \$946; Salvador, \$900; Costa Rica, \$755; Dutch West Indies, \$63; Bolivia, \$700; Uruguay, \$571; Barbados, \$375; Santo Domingo, \$372; Bermuda, \$268; Honduras, \$355; Jamaica, \$327; Trinidad, \$286; Norway, \$210; Dutch Guiana, \$186; Greece, \$175; Guatemala, \$154; Newfoundland, \$117; French West Indies, \$101. Total, \$95,276.

Other Soap in Values and Pounds.—Hayti, \$33,641—615,982; Cuba, \$6,997—147,944; Santo Domingo, \$5,609—116,427; French West Indies, \$5,301—135,097; British West Indies, \$3,052—62,235; Panama, \$2,297—50,540; England, \$2,242—31,046; Mexico, \$1,707—10,350; Dutch West Indies, \$1,386—31,715; Barbados, \$1,319—7,600; New Zealand, \$1,120—17,160; Ecuador, \$1,102—18,506; Newfoundland, \$880—19,975; Dutch Guiana, \$705—13,596; British South Africa, \$628—13,162; British Honduras, \$698—13,890; Chile, \$634—12,679; British India, \$594—8,348; Bolivia, \$476—9,075; Argentina, \$381—7,759; Australia, \$310—5,300; Uruguay, \$240—6,200; Nicaragua, \$263—5,000; Colombia, \$111—2,780. Total, \$66,805.

NUT-OIL IN MARSEILLE.

There are about 40 vegetable-oil mills in actual operation at Marseille, nearly all of which crush peanuts to some extent, says Consul General A. Gaulin. The average output of the local peanut-oil mills since the beginning of the current year has been about 75 per cent. normal, and it is not likely to increase in the near future, owing chiefly to this year's crop shortage in India. The existing stocks of peanuts and peanut oil are low, and there is practically no available supply for export. The local soap factories are very busy, and a steady demand for the soap grades of vegetable oils is expected. No shipments of industrial peanut oil have been made to the United States this year.

Coconut, or copra oil, is next in importance to peanut oil in this market. The local imports of copra during 1915 amounted to 146,080 metric tons against 97,824 in 1914 and 103,136 in 1913 (metric ton = 2,204.6 pounds). There is an export embargo on this product, with exceptions in

favor of certain allies and neutral countries. A quantity of the soap grades has been shipped recently to the United States under the exemption provision. The stocks of these grades on hand are not very important.

Palm oil is not manufactured in Marseille, but is imported from the West Coast of Africa. Palm-kernel oil is, however, produced in a few mills. The existing stocks of palm oil and palm-kernel oil at Marseille do not exceed a few thousand tons.

The ruling spot prices of the soap grades of these oils 28, 1916, were as follows, per 100 kilos (220.46 pounds), loose ex mill: Peanut, \$24.70; copra, \$32.62 to \$32.81; palm (in barrels, tare 15 per cent.), \$25.48; palm kernel, \$32.42 to \$32.62.

FEATURES OF CHEMICAL MARKET.

(Continued from next page.)

capped by prices for which no commensurate returns on the finished products were permitted. The declines which have marked most of the fats and vegetable oils have been the rule in the list of chemicals. Selling pressure has been unusually keen on the part of second hands and speculators and in some instances purchase terms are said to have been discounted to the extent of 25 to 50 per cent. with very slight chances for unloading. Nearly the whole range of soda compounds have weakened, as production has shown an expansion and the general consumption, a shrinkage. Soda ash, caustic soda and salicylate of soda have been in steady decline. An easing tendency has characterized many of the potash compounds, including caustic and carbonate. While German muriate has shown no material variation, the sharp premium on prices has resulted in a persistent slackening of consumption and more practical development of domestic resources. Fertilizer interests are said to be finding greater reliance upon the alumite sources of Utah and Montana and the kelp deposits on the western coast. Sulphate of ammonia has been fairly steady on spot, although quiet. The domestic production has reached an importance that may be equal to home requirements, with possibilities of developing an export trade. The total for 1916 is estimated at 252,000 tons, against 212,000 tons in 1915 and 195,000 tons in 1914. Over-production has been an easing factor in the market for sulphuric acid. Starch has been an exception to the general rule of late market developments, an advance of ten points being justified on the increased cost of raw materials.

POTASH EXPERIMENTATION IN U. S.

The Senate, on June 30, agreed to an amendment to the agricultural appropriation bill, providing \$175,000 for the investigation and demonstration within the United States to determine the best methods of obtaining potash on a commercial scale, including the establishment and equipment of such plant or plants as may be necessary therefor, provided that the product obtained from such experimentation may be sold at the market price of such product and the amount obtained therefrom used by the Secretary of Agriculture in continuing such experimentation.

Soap Powder a Boon to Marines.

That United States marines suffer little from foot troubles on long hikes in the tropics is attributed to the fact that they invariably sprinkle soap powder into their shoes or soap their stockings prior to marching. This information is given by a naval surgeon just returned from Haiti. In the Haitian campaign the United States marines were sometimes forced to march thirty or more miles a day over rough mountainous roads and the cases of blistering or painful swelling of the feet were almost negligible due to the use of soap and soap powder.

Fat Content and Detergent Value of Soaps.

Owing to the scarcity of raw materials since the war it is no longer desirable to manufacture soaps of high fat content, and it is advocated to fill soaps so as to reduce the fat content to 40 or 50%. Another suggestion put forth is to incorporate fat solvents such as  $C_6H_5Cl$ , or naphtha which will save soap.—Bergo. *Seifensieder-Ztg.*

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

The continued advance in the price of New York Special tallow from the low point, viz., 6½c. per lb. during August, 1915, to the highest point 11c. per lb. early May, 1916, was unprecedented marketwise.

At no time did the market re-act. It not only held previous levels, but also made further advances ending in its culmination when 11c. was reached.

There were several causes at work to produce the advance, especially the abnormal values reached for glycerine. Several months ago, this article sold at 50c. per lb. for crude and large contracts were made calling for delivery during first half 1916 as well as for the entire year 1916 at about 45c. per lb.

When we bear in mind that the average yield of glycerine is from 8 per cent to 9 per cent from good tallow, such high prices enabled the soap maker to pay comparatively high prices for tallow and do so without enhancing the cost to him of his soap making material.

The largely increased production of stearic acid, due to the considerable demand from abroad since the beginning of the European war, also steadily absorbed large quantities of tallow and aided in sustaining each advance in the selling price of tallow.

The big advance in cottonseed oil from a level of about 5½c. to over 11c., kept pace with tallow and was therefore not attractive in price for soap making use, although large quantities were absorbed for soap purposes, but mainly at the low levels.

When Great Britain put an embargo upon the exportation of palm oil, the price of this soap fat soared and also raised the values of cocoanut oil to 15c. per lb. and higher, depending upon grade, etc., and naturally brought about a sharp buying movement in tallow, carrying the price to 11c., the highest point reached and at which figure prophecies were heard of a 12c. level and possibly still higher prices.

The decline was sudden and rapid. First to 10½c., then to 10¼c., then to 9¾c., the latest official sale made several weeks ago.

At present the market has drifted into dullness with the inevitable accumulations, and today 9c. per lb. is the best bid obtainable for New York Special tallow, and melters accepted this price for 200 drums this morning. Indications point that further sales will be made at probably 8¾c.

With the recent decline in lard and the drop of one cent per lb. in nearby cottonseed oil—July oil which was bid 10.65 on July 7, sold at 9.67 today—very little comfort can be drawn from this for any steadiness in prices for tallow, nor for greases which have been effected even more unfavorably.

The indications are that there will be further decline. Choice Tallow in tierces has necessarily had an advantage, because of the diminished production of that sort during the summer months.

London quotations have come higher for several weeks past, but the actual sales are small in amount as compared with dealings at western points of production.

NEW YORK, July 20, 1916. TOBIAS T. PERGAMENT.

## GLYCERINE.

(Specially written for this journal by W. A. Stopford, New York.)

Weakness has been the dominating development in the general situation, influenced by conditions in the market for the dynamite variety. A sharp break featured the latter during the second week of the month, the low point being touched at 35c., at which about fifty carloads changed hands, the larger part for 1917 for the principal powder interests. Refiners also covered over the balance of the year. The unsettledness of the market has been the result chiefly of re-sale offers and the impression that the Allies were in a much more independent position so far as munitions were concerned, and might be able to restrict their purchases to crude. The apparently favorable outcome of the Mexican complications also lent support to the bearish sentiment. The break in dynamite prices is generally held unwarranted and with the clearing of the greater part of weak holdings, the market has developed a more hopeful basis. Foreign inquiries have shown a more substantial character both for crude and dynamite. The demand for the latter by refiners is regarded as an indication of the scarcity of crude, with the chances in favor of the maintenance of this demand, with scarcely any competition on the part of consumers.

C. P. has yielded to the bearish pressure of dynamite, with 45c. available in bulk. The demand is unusually light for the dull season, but by the middle of next month, it ought to show signs of a revival and the uncertainties of crude, it is hoped that some fair business for forward delivery might be encouraged.

Crude has been the subject of export inquiries, chiefly against purchases abroad of vegetable oils under the British restriction to assure control of the glycerine content. Prices for crude have eased materially and saponification is nominally 29@30c., basis of 88 per cent. loose, and 26@27c., basis of 80 per cent. loose. Good sales of lye have been made at 25c. The 1915 domestic production of crude is estimated at about 80,000,000 pounds, 60,000,000 pounds refinable, as against 71,000,000 pounds in 1911. Last year's imports were 15,600,000 pounds. A normal consumption in this country takes about 80,000,000 pounds, but the increased war requirements may swell the total by 10,000,000 pounds.

## Chemicals, etc.

The month's developments in the staple commodities entering into the soap industry have brought general relief to the consuming interests which have long been handicapped.

(Continued on preceding page.)

## Soap Materials.

Glycerine, C. P., 45@50c.

Dynamite, 35@40c.

Crude, soap lye, 26@27c., 80 per cent. loose.

Saponification, 29@30c., 88 per cent. loose.

Oils, Castor, 14½@15½c.

Cocoanut, Cochin, 14½@15c.; Ceylon, 13½@14c.

Corn, crude, bbls., 8.36@8.46c.

Cottonseed, crude, tanks, 69@70c.; refined, 10%@11½c.

Olive, denatured, 86@88c.; prime foots, 9¾@10½c.

Palm, Lagos, 10½@11c.; red, prime, 10@10½c.

Palm kernel, 14@15c.

Peanut, 72½@76½c.

Soya bean, 7½@8c.

Tallow, city, 8½c.; grease, yellow, 8½@8¾c.; brown, 7½@8c.; white, 8½@9½c.

Chemicals, etc. Borax, crys. and gran, 6½@7c.

Caustic potash, 88 to 92 p. c., 85@90c.

Caustic soda, 74 to 76 p. c., 3@4c.

Carbonate potash, calcd, 80 to 85 p. c., 80@85c.

Salt, common, fine, 92c.

Soda ash, 58 p. c., 2½@3c.

Soda, salicylate, \$2.75@3.00.

Sulphate ammonia, \$3.50@3.60.

Sulphuric acid, 60 deg. \$20; 66 deg. \$25.

Starch, pearl, \$2.35@2.41; powd., \$2.30@2.46.

Stearic acid, 12@14½c.

Zinc oxide, American, 9¾@10c.

Rosin, water white, \$7.35@ to \$7.40.

## TRADE NOTES

Mr. Geo. V. Gross, of the firm bearing his name, 30 Old Slip, New York, announces that he has taken on two new agencies, viz.: Union de Destiladores de Esencias de Espana (S. A.) Malaga, Spain, and Societe des Parfums Naturels de Sicile, Messina, Italy. He has just returned from a month's trip through the Middle West where he found conditions flourishing.

Mr. John May is now perfumer for the Robert E. Bell Co., 136 Larned street, West Detroit, Mich., a concern organized a short time ago to manufacture perfumes and toilet preparations. Mr. Bell was formerly branch sales manager for Fredk. Stearns & Co., Detroit.

Mr. L. G. Skillman who has been with the American Druggists' Syndicate, Long Island City, for several years in its perfume manufacturing department, has accepted a similar position with McKesson & Robbins, New York.

Charles C. Morrison is the gentleman whose portrait appears here and is the subject of a trade note that appeared in our June issue. Mr. Morrison is an artist who has devoted himself principally to the designing of labels, box wraps, etc., and he has lately entered the selling side of the label business, as manager of the perfume label department of Stahl & Jaeger, Inc., New York. During the past few years Mr. Morrison has been brought into contact with many of the perfumers and toilet preparation makers in the Metropolitan district, and he will now extend his field of operations by calling on all the manufacturers in the East.

Mr. Max Isermann of Van Dyk & Co., New York, has returned from a four weeks' trip through the Middle West where he says he has found business very good.

Mr. P. R. Dreyer, of Ungerer & Co., is back in New York from a seven weeks' trip which covered the Middle West as far as St. Louis.

Eagle Soap Co., Cincinnati, Ohio, recently leased the property at 1625 Blue Rock street, containing 5,000 square feet of space, giving it that much larger quarters than it has been occupying.

Procter & Gamble Co., in June, declared a dividend of 5 per cent. in cash and an extra dividend of 4 per cent. on its common stock. The previous dividend of the common

issue was 4 per cent. The company also declared the regular quarterly dividend of 2 per cent. on its preferred stock.

Mr. Williard A. Walsh, Chicago, secretary and treasurer of the Compagnie Morana, paid a visit to the company's New York office last month, while on a pleasure trip through the East with Mrs. Walsh.

George F. Merrell, of Allen B. Wrisley Co., Chicago, celebrated July 4 by catching fish at Fox Lake, Mich.



GEO. F. MERRELL.

He accompanied photograph was sent to us by our friend Chas. Rindell, of Chicago, who is in touch with all the perfumers and soap makers of the Windy City and learns all that is going on. Judging by the proud and satisfied expression on Mr. Merrell's beaming countenance it would appear that the moderate catch he displays is somewhat of a record for Fox Lake, or else friend George himself was surprised at his skill, or luck. At any rate he caught the

fish, and ate them with relish.

Benton Barrett, of Santa Monica, Cal., exchanged a note secured by a mortgage on property in Indiana for a perfumery formula, copyright and a quantity of manufacturing perfumery alleged to be worth \$1,500. He claims, in a suit filed in Los Angeles against James S. Rodman and Earl A. MacDonald, that only about half of the perfumery was delivered at his Santa Monica home. He also complains of other alleged acts of the defendants, asking judgment for \$1,750 and the further sum of \$750. He is represented by Attorney A. G. Reily.

W. H. & F. Jordan, one of the oldest firms in Philadelphia handling chemicals and soap-making materials, have opened a branch office at 78 Wall street, New York.

Mr. A. A. Fonda, formerly assistant sales manager for Richard Hudnut, has returned to the employ of the corporation in the same capacity.

## Sample Window for Manufacturing Perfumers' Summer Comfort Week.



Secretary Walter Mueller, of the Manufacturing Perfumers' Association, has issued a comprehensive folder for the retail trade outlining the advantages and offering suggestions regarding the celebration of Summer Comfort Week, July 24 to 29. The folder has been supplied to active members of the association distribution among their customers, who are placing copies of it where they will do the most good. We are presenting herewith one

of the sample retail window displays suggested in the folder, showing that the movement is going ahead on practical lines. As our readers in the perfumery trade are familiar with the details of the plans for this campaign it is unnecessary to make copious extracts from the folder. Lists of firms offering display material, samples, etc., are given. Copies can be obtained from Secretary Mueller, at the Manufacturing Perfumers' Association offices, 39 Broadway, New York.

An announcement of interest to the trade was made on June 22 by Richard A. Hudnut, who has sold a substantial interest in the corporation of Richard Hudnut to Messrs. H. Pfeiffer and G. A. Pfeiffer, of Philadelphia, and G. D. Merner, of St. Louis, all of Wm. R. Warner & Co., Philadelphia. Mr. Hudnut continues as president and the business policies that have made the name "Richard Hudnut"

It is announced that a leading policy of the house, that of the maintenance of retail prices, will be strongly upheld, and the patronage of dealers who are not in harmony with this plan will not be accepted.

Mr. Warren E. Burns, of the Compagnie Morana, New York, entertained forty friends at dinner at the Trouville, Long Beach, N. Y., on Sunday evening, July 9. Mr. Henry F. Cochran was spokesman for the guests, nearly all of whom are Mr. Burns' neighbors at the shore resort, and paid him high tribute. He said: "For pluck, courage and real resolution I never have seen a man of his weight to compare with him." Then followed the presentation to Mr. Burns of a series of cartoons, by Goldberg, dealing with the reformer in politics. The recipient made a thoughtful and thoroughly graceful response of thanks.

Mr. M. J. Taylor, of John Taylor & Co., Toronto, and Mrs. Taylor were in New York recently on an automobile trip with Mr. and Mrs. F. E. Woodworth of Rochester.

Mr. Edward A. Schaefer, stock clerk with the Compagnie Morana, New York, and who is a member of Company E, Second Field Artillery, N. G. N. Y., is with his regiment at Camp Whitman, New York.

The managers of the Second National Exposition of Chemical Industries to be held at the Grand Central Palace during the week of September 25, report that practically every one of the exhibitors of last year has already contracted for space this year. About 30 per cent. more space is now contracted for than was contracted for last year. There is a bill now pending before Congress for an appropriation of \$10,000 to be used in the preparation of a governmental exhibit.



G. A. PFEIFFER.



RICHARD A. HUDNUT.

famous in the perfume and toilet goods world will be continued. The office and laboratory will be continued at 115-117 East Twenty-ninth street, New York City.

The business will be continued as an entirely separate organization, and will not be merged with the Wm. R. Warner Company. An entirely separate sales organization will be maintained and the regular salesmen of Wm. R. Warner & Co. will neither offer the Hudnut line nor accept orders. Mr. G. A. Pfeiffer has moved from Philadelphia to New York, and is general manager of the business.

## At the Banquet of the Chemical Company of America.



The first annual outing of the employees of the Philip Munter Co., importers and manufacturers, of this city, took place on Saturday, July 8. About forty of the employees participated in the festivities at South Beach, Staten Island. After an excellent luncheon they went in a body to Happyland, where they enjoyed themselves thoroughly riding on the coaster and in the boats, in addition to other forms of amusement. This was followed by dancing. Mr. Gimonet and the forelady took the first prize. The happy outers won prizes in various other contests. All experi-



GROUP OF PARTICIPANTS IN THE FIRST ANNUAL OUTING OF EMPLOYEES OF PHILIP MUNTER & CO.

enced a very enjoyable day and the outings will be something they will look forward to every year. The illustration shows some of the happy faces at the outing.

Mr. Munter is the gentleman, with the benevolent smile, at the extreme left, in the foreground.

On June 28 Master George Mathewson Davis made his bow to the world at the home of his parents, Mr. and Mrs. Frank Edward Davis, Toronto. The young man tips the metric scale at 3,409,000,000 micrograms.

Mr. Davis, Sr., is vice-president and general manager of the United Drug Company, Ltd., Toronto.

The first annual reunion of the executive, chemical and selling staffs of the Chemical Company of America, whose plant is at Springfield, N. J., and of Van Dyke & Co., whose plant is in Jersey City, was held in Summit, N. J., at the home of Mr. S. Isermann, who is head of both companies, on July 8. The men all gathered at 11 a. m. and at 1 o'clock lunch was served. In the afternoon automobiles called



PART OF LABORATORY AND EXECUTIVE STAFF OF THE CHEMICAL COMPANY OF AMERICA.

for the ladies and a trip of inspection was then made to the plant of the Chemical Company. Moving pictures were taken at the latter place and operations were suspended for an hour or so while refreshments were served to all the factory employees and to the guests. After the ride back to Mr. Isermann's home a banquet was served at which some sixty ladies and gentlemen sat. After dinner the party repaired to the large garage on the grounds, where there was dancing until the small hours of the morning.

At the banquet the diners were entertained by Mlle. Cleo Gascoigne, of the Metropolitan Opera House, who has an excellent soprano voice. The president of the Milburn Na-

tional Bank was a guest at the banquet, and made a very happy speech in which he felicitated the company upon its remarkable growth.

The Chemical Company of America was organized only fifteen months ago, and now occupies twelve buildings on a plot of about 5½ acres, with two new buildings under construction. The executive and chemical staff consists of 14 men, and there are 125 employees of all grades throughout the factory. The output at the present time consists of finished dyestuffs and intermediate products, and some photographic chemicals; and the company plans in the near future to make some of the heavier perfume synthetics.

The Aroma Club is planning to hold an old-fashioned Rhode Island clambake at one of the nearby seashore resorts, and a committee has been appointed to arrange details and issue the necessary circulars to members. It is expected that at least 100 men from the trade will attend.

Mrs. E. H. Fries, mother of Messrs. Robert G. and George Fries, of Fries & Fries, Cincinnati, is spending the summer at Long Branch, N. J. Mr. Robert G. Fries was in New York recently during a few weeks' visit to his mother.

Dr. Marwin Co., Inc., manufacturer of toilet preparations in a mail order business at 9 West Twentieth street, New York City, has filed a petition in bankruptcy, with liabilities of \$7,180 and assets of \$655, consisting of materials, \$350; office furniture, \$250, and accounts, \$55. The company was incorporated on June 6, 1913, with capital stock of \$10,000, and William H. Rowse is president. The firm was established by W. H. Rowse, formerly perfumer for T. M. Sayman, St. Louis.

Oil Products Co., 17 Battery Place, New York, is establishing an office and warehouse in Chicago. It will be in charge of a district manager. The location will be announced later. All the Middle West business of the company will be cared for at the Chicago office.

Mr. A. M. Speehler, president of the Manufacturing Perfumers' Association, was in New York a few days this month on business for the association. He has been doing a great deal of automobiling recently through northern New York and Canada and he says fishing in his part of the state is very good indeed. Mr. Speehler is a man who works hard and consequently enjoys wholesome pleasure.

Mr. W. D. Corson of Sovereign Perfumes, Toronto, was married on July 19 to Miss Olive Russell at the Dunn Avenue Methodist Church, Toronto.

Mr. C. F. Booth, perfumer for Aubry Sisters, New York, was married on June 15 to Miss Helen L. Hendrickson at the home of the bride in Brooklyn.

The Co-operative Department Stores Syndicate which owns the firm of Perin, Inc., perfume manufacturer, has moved to 122 Fifth avenue, New York.

Mr. Joseph A. Barry, the Boston representative of Allen B. Wrisley & Co., of Chicago, has added the laurels of oratory to the many others which he has won in his career.

Mr. Barry delivered the Memorial Day oration at Winthrop, Mass., and dealt with his subject in a masterful manner, taking a firm stand upon the need of preparedness as an insurance against martial disaster.

William R. Warner & Co. of Philadelphia, manufacturing chemists, have awarded a contract for a modern factory at Seventh and Callowhill streets, to cost \$300,000. The new building will be eight stories, 180x200 feet, of steel and concrete.

Mr. B. H. Harrison, extract chemist of Arbuckle Bros., Chicago, has recovered from a severe attack of typhoid fever.

The B. J. Johnson Soap Co., Milwaukee, Wis., has announced an increase in its capital from \$1,000,000 to \$2,000,000. Two new buildings have been erected, one in Fourth street and the other in Fifth street.

Stockholders of the Talcum Puff Co., of the Bush Terminal Building, Brooklyn, held a special meeting July 12 at the Hotel Astor, New York, for the purpose of providing additional working capital for the growing business. An authorization for \$60,000 additional stock was at once voted and subscribed for by the stockholders. The sales of the company, it was announced, have been doubled in the last twelve months, due to the nation-wide advertising campaign which has been carried on.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

STAFFORD ALLEN & SONS, LTD., London, England, Ungerer & Co., Pearl street, New York, American representative.—June wholesale prices current, giving market report and quotations on essential and expressed oils, the Allen specialties, powdered drugs, chemicals, synthetics and sundries, is received. The market report notes an excited situation in bergamot, almond oil steady and sandalwood again advanced.

BIBLIOGRAPHICAL CONTRIBUTIONS, No. 10, Volume II, July 1916, from the Lloyd Library, Cincinnati, Ohio.—This issue contains an installment of the list of works of reference on file in the library relating to botany, exclusive of floras, the list comprising authors whose surnames begin with I, J and K. It was prepared by the librarian, Edith Wycoff.

ARABOL MFG. CO., 100 William street, New York, in its current trade announcement directs the especial attention of paste users to tinnol and graeffolin.

MAGNUS, MABEE & REYNARD, 257 Pearl street, New York City.—We have received this firm's market report and wholesale price list for July-August, 1916, giving quotations on essential oils, vanilla beans, witch hazel, olive oil, synthetics, colors, flavors, drugs and other commodities.

COLONIAL CHEMICAL CO., 631 Penn avenue, Pittsburgh, Pa., sends us a price list and pamphlet relating to Hawkins' toilet preparations, including soaps, powders, tooth paste and ointments, as well as flavoring extracts.

SMITHSONIAN INSTITUTION, Washington, D. C.—The annual report of this institution, showing the operations, expenditures, conditions for the year ending June 30, 1915, is at hand. Details with illustrations are given of researches and explorations conducted under the auspices of the institution.

## IN MEMORIAM FOR DEPARTED FRIENDS.

BAUR, JACOB, Liquid Carbonic Co., Chicago, July, 1912.  
 BEDFORD, ANDREW P., soaps, July, 1909.  
 BURDICK, NORMAN, Burdick & Son, tin boxes, Albany, N. Y., July, 1908.  
 BUSH, ALEXANDER, of W. J. Bush & Co., New York, July, 1908.  
 CHAPMAN, GEORGE W., president Chapman & Rodgers, Inc., perfumers, Philadelphia, Pa., July, 1914.  
 HOGUE, JAMES T., retired soap manufacturer, Baltimore, Md., July, 1915.  
 KOKEN, CHARLES E., barbers' supply merchant, St. Louis, Mo., July, 1915.  
 LEBERMAN, ADOLPH, of L. M. Leberman & Sons, soap manufacturers, Philadelphia, July, 1910.  
 LEONE, G., Les Hesperides, Calabria, Italy, July, 1908.  
 METZ, E. C., Palmetto Soap Co., Charleston, N. C., July, 1908.  
 MIANNAY, EUGENE, perfumer, July, 1908.  
 POWELL, WILLIS J., soaps, St. Louis, Mo., 1912.  
 PRICE, DR. VINCENT C., founder Price Flavoring Extract Co., Chicago, July, 1914.  
 TREMARI, P., vanilla beans, Papantla, Mex., July, 1912.

## Horace Webster Durgin.

Horace Webster Durgin, president and general manager of the Granite City Soap Company, died July 1, at his home, 118 First St., Newburg, N. Y., from cerebral hemorrhage. He left a widow, Ella F. Durgin. He was a Mason, Odd Fellow, member of the G. A. R. and R. A. and served in the Massachusetts Legislature.

Mr. Durgin, who was named for Daniel Webster, a friend and associate of his childhood, was born in Franklin, N. H., September 4, 1839. He gave up his grocery business and enlisted at the beginning of the Civil War and was made first lieutenant and quartermaster of the 48th Massachusetts Volunteer Infantry. He saw service in the Mississippi River campaign and later in the Departments of the Cumberland and the Tennessee.

After the war Mr. Durgin engaged in the construction of the Tennessee, Virginia & Georgia Railroad until 1870, when he moved to Taunton, Mass., and conducted the Whittenton store. In 1896 he went to Newburg where he became treasurer and later head of the Granite City Soap Company.

## Joseph Emile Ergens.

General regret will be felt for the death of Joseph Emile Ergens, founder of the hair tonic manufacturing firm of J. Emile Ergens, Hudson, N. Y. Mr. Ergens died at Pleasantville, N. Y., on Saturday, July 8. He had retired from business more than ten years ago. Funeral services were held in the Church of St. Vincent de Paul, 23rd St. and 6 Ave., New York, July 11.

## R. H. Hegener Killed by an Elevator.

R. H. Hegener, for 35 years head of the barber supplies company that bears his name, was killed by a freight elevator in his establishment, 207 Nicollet avenue, Minneapolis, Minn., on June 16. He is believed to have fainted while riding on the lift, and then crushed to death. J. Holtzer, a son-in-law, discovered the accident.

Mr. Hegener was 58 years of age. Born in Germany, he came to this country when eight years old, his parents locating in Watertown, Wis. In 1878 he went to Minne-

apolis. Three years later, when he was 23 years of age, he established the supply house. Funeral services were held June 19.

## Obituary Notes.

John Oehler, for quarter of a century with McKesson & Robbins, New York, died July 14 at his home in Carlstadt, N. J., aged 57 years.

Isaac Hirsch, a retired soap manufacturer, died on June 22, at his home in Brooklyn, N. Y. He was 85 years old and leaves a son and three daughters.

Jordan Stabler, a prominent business man of Baltimore, Md., died June 20, aged 76. He was a director in the Crown Cork & Seal Co. and other corporations. His widow, a daughter and two sons survive.

Mrs. Elizabeth Parker Brown, widow of Alexander Brown, a soap manufacturer, died June 28 at her home, 58 Taylor street, Brooklyn, aged 80 years. She was born in Londonderry, Ireland, and for fifty-seven years had lived in the one block in Taylor street. Two sons and a daughter survive her.

## NEW INCORPORATIONS.

G. W. Guidi & Co., Inc., Manhattan, New York City, to do a general flavoring extract business, capital \$25,000, has been incorporated by G. Guidi, 304 Cornelia street, Brooklyn; A. R. Davout, 271 West 124th street, New York city; B. Lupia, 23 Webster avenue, Glendale, L. I.

Newark Soap Co., East Orange, manufacture and deal in soap, capital \$50,000, has been incorporated by John T. Booth, New York; Francis J. Hogan, Lewis V. Hulse, Hoboken.

F. P. F. Extract and Syrup Co., Inc., confectionery, extracts, milk, tobacco, stationery, capital \$10,000, has been incorporated by J. J. Franklin, I. Price, K. Falik.

Practical Pure Food Campaign, Inc., food products, distribute, recipe books, capital no par value, begin business with \$500, has been incorporated by A. J. Wainwright, J. B. Smith, Jr., R. G. Jerome, 600 West 140th street.

Puramint Gum Corporation, Manhattan, manufacturing chewing gum, confections, coin-operating machines, etc., capital \$25,000, has been incorporated by Miles R. Houston, 115 Audubon avenue, New York City; Wm. H. Kennard, 63 West 92d street, New York City; C. M. Van Dusen, Queens road, New York City.

Agro Laboratories, Inc., Brooklyn, toilet chemicals, pharmaceutical preparations, capital \$5,000, has been incorporated by R. J. Olsen, A. F. Bergbom, S. A. Clark, 509 Second street, Brooklyn.

Empire State Steam Laundry Co., Inc., Brooklyn, capital \$25,000, has been incorporated by C. A. Rudyard, G. C. and G. C. Schultz, Jr., 126 Van Siclen avenue, Brooklyn.

Standard Cosmetics Co., Manhattan, to manufacture drugs, chemicals, dye wares, toilet articles, etc., capital \$100,000, has been incorporated by C. P. McCoy, W. C. Ramer, 26 Beaver street; W. H. VonBergen, 36 Wall street, New York City.

J. Souvay, barber furniture, fixtures, implements, supplies, capital \$20,000, has been incorporated by J. Hoyer, C. and R. M. Souvay, 421 Charles street, Hoboken, N. J.

Mexican-American Soap Co., of Laredo, Texas, capital stock \$5,000, has been incorporated by M. Ferrera Volpe, Antonio Garcia Rodriguez, and Ysauro Villarreal.

(Continued on page 149.)

## PATENTS AND TRADE MARKS



#### NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to  
PATENT AND TRADE MARK DEPT.

PATENT AND TRADE MARK DEPT.  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## PATENTS GRANTED.

1,188,067.—ATOMIZING POWDER-BOX. George T. Greer,  
Roanoke, Va. Filed Aug. 5, 1915. Serial No. 43,872.  
A powder box having a sifter top and having an

atomizing shelf disposed beneath and slightly removed from the said sifter top, the said atomizing shelf forming a partial partition across the said powder box whereby the same is divided into a lower main cavity and an upper atomizing cavity, the said partition being so disposed as to provide a narrow communicating passageway therebetween at one edge of the said atomizing shelf, and means for forcibly discharging air from the cavity of the box over the said atomizing shelf and through the said sifter top.

1,188,115.—COLLAPSIBLE TUBE. Uldric Thompson, Jr.  
Hartford, Conn. Filed April 1, 1915. Serial No. 18,597.

A tube for plastic materials comprising a top having an outlet, a cap for said outlet, a flange on said top, a non-metallic body portion having a longitudinally extending, foldable stiffener engaging said flange, and means to secure said body and said top.

1,189,127.—MANUFACTURE OF FRUIT BEVERAGE EXTRACTS.  
John Leonard Kellogg, Battle Creek, Mich., assignor to  
Kellogg Toasted Corn Flake Company, Battle Creek,  
Mich., a Corporation of Michigan. Filed Nov. 19, 1915.  
Serial No. 62,333. (Cl. 90—11.)

Serial No. 62,533. (C. 99-11.)  
1. The process of making a fruit beverage extract during the performance of which the fruit is lightly cooked

and part of the flavoring distilled therefrom and condensed, the juice then pressed from the fruit and concentrated, and the condensed flavoring material added thereto.

2. The process of making a fruit beverage extract during the performance of which the fruit is lightly cooked, and part of the flavoring distilled therefrom and condensed, the juice then pressed from the fruit, additional flavoring distilled from the juice and condensed and added to the condensed flavoring initially obtained from the fruit, the juice then concentrated and the condensed flavoring material added thereto.

3. A fruit beverage extract into the composition of which enters a concentrated juice pressed from the lightly cooked fruit and flavoring material initially distilled from the lightly cooked fruit.

4. A fruit beverage extract, into the composition of which enters a concentrated juice pressed from the lightly cooked fruit, flavoring material initially distilled from the lightly cooked fruit, and additional flavoring material distilled from the juice before concentration of the juice.

1,189,451.—TOP FOR CONTAINERS.—Frank S. Hyatt, Brooklyn, N. Y. Filed Nov. 12, 1914. Serial No. 871,653.

A sheet metal container top consisting of a cap portion having a smooth and uncorrugated outer surface and provided with perforations in its upper portion, a screw-threaded thimble having an annular outwardly extending flange and fitting snugly within said cap portion and adapted to be screwed on the neck of a container, said cap portion being provided with an annular bead or flange turned over the flange of said screw-threaded thimble for securing said thimble to said cap portions and for preventing rotation relative thereto, and a removable cover portion telescoping over said cap portion and bearing downwardly against the bead or flange of said cap portion.

#### DESIGNS PATENTED.

49,235.—BOTTLE.—Victor Vivaoudou, New York, N. Y. Filed April 12, 1916. Serial No. 90,783. Term of patent 7 years.

The ornamental design for a bottle as shown.

49,236.—BOTTLE.—Victor Vivaoudou, New York, N. Y. Filed April 12, 1916. Serial No. 90,784. Term of patent 7 years.

The ornamental design for a bottle as shown.

49,239.—BOTTLE.—Victor Vivaoudou, New York, N. Y. Filed April 17, 1916. Serial No. 91,802. Term of patent 7 years.

The ornamental design for a bottle as shown.

49,291.—BOTTLE.—Victor Vivaoudou, New York, N. Y. Filed April 17, 1916. Serial No. 91,803. Term of patent 7 years.

The ornamental design for a bottle as shown.

49,289.—BOTTLE.—Victor Vivaoudou, New York, N. Y. Filed April 17, 1916. Serial No. 91,801. Term of patent 7 years.

The ornamental design for a bottle as shown.

The ornamental design for a bottle as shown.

#### TRADE MARK REGISTRATIONS GRANTED.

110,912.—Perfumes, Toilet Waters, Face-Powders, and Face-Creams.—George H. Betts, New York, N. Y. Filed Dec. 4, 1915. Serial No. 91,157. Published Jan. 4, 1916.

110,925.—Certain Named Foods.—The H. D. Lee Mercantile Co., Salina, Kans. Filed Feb. 21, 1916. Serial No. 93,019. Published April 4, 1916.

110,951.—Certain Medical Preparations and Compounds.—Ben B. Dowell, Paulding, Ohio. Filed Dec. 13, 1915. Serial No. 91,419. Published April 4, 1916.

110,954.—Eyelash-Growing Preparations.—Fred Formaneck, Chicago, Ill. Filed April 5, 1915. Serial No. 85,710. Published Aug. 10, 1915.

110,970.—Hair-Tonic.—Beatrice Davila, Chicago, Ill. Filed Feb. 4, 1916. Serial No. 92,611. Published April 4, 1916.

110,987.—Detergent Washing Compound in Powder Form.—Fred Molt, Chicago, Ill. Filed May 12, 1915. Serial No. 86,576. Published March 28, 1916.

110,988.—Certain Named Soft Drinks.—Overland Beverage Company, Nampa, Idaho. Filed March 16, 1916. Serial No. 93,580. Published April 11, 1916.

111,009.—Preparations to be Added to Bathing-Water.—

Carl Ludwig Hermann, Breslau, Germany. Filed Aug. 6, 1913. Serial No. 72,186. Published May 18, 1915.

111,010.—Powdered Soap Adapted for Use in Washing the Hair.—Jarmon and Co., Inc., New York, N. Y. Filed June 15, 1915. Serial No. 87,305. Published Oct. 12, 1915.

111,011.—Perfumes and Toilet Waters.—The Andrew Jergens Co., Cincinnati, Ohio. Filed Feb. 15, 1916. Serial No. 92,872. Published April 11, 1916.

111,012.—Soap.—Lautz Bros. & Co., Buffalo, N. Y. Filed Oct. 27, 1915. Serial No. 90,142. Published April 11, 1916.

111,013.—Grease for Soap Making.—Listers Agricultural Chemical Works, Newark, N. J., and New York, N. Y. Filed Oct. 21, 1915. Serial No. 89,985. Published April 4, 1916.

111,014.—Grease for Soap Making.—Listers Agricultural Chemical Works, Newark, N. J., and New York, N. Y. Filed Oct. 21, 1915. Serial No. 89,986. Published April 4, 1916.

111,016.—Perfumes.—Lazell, Perfumer, Newburgh and New York, N. Y. Filed Feb. 29, 1916. Serial No. 93,182. Published April 11, 1916.

111,018.—Olive-Oil.—J. Byard Marter, New York, N. Y. Filed Dec. 8, 1915. Serial No. 91,320. Published April 11, 1916.

111,025.—Tooth-Wash.—Sharp & Dohme, Baltimore, Md. Filed Feb. 24, 1916. Serial No. 93,081. Published April 11, 1916.

111,050.—Hair-Tonic.—Jorgen Jorgensen, Derby, Conn. Filed March 6, 1916. Serial No. 93,336. Published April 11, 1916.

111,062.—Hair-Tonic.—Mathilda J. Wallace, Square Butte, Mont. Filed Jan. 25, 1916. Serial No. 92,404. Published April 11, 1916.

111,064.—Washing-Soaps and Toilet Soaps, Not Including Tooth-Soaps.—Walter Edson Andrews, New York, N. Y. Filed June 3, 1915. Serial No. 87,060. Published March 14, 1916.

111,071.—Liquid Preparation for Treatment of the Skin.—Willis Snowden Dubbs, Olympia, Wash. Filed Feb. 21, 1916. Serial No. 93,006. Published April 11, 1916.

111,097.—Food Beverage.—Kellogg Toasted Corn Flake Company, Battle Creek, Mich. Filed Dec. 18, 1915. Serial No. 91,575. Published April 4, 1916.

111,098.—Antiseptic Deodorant Compound.—Kent Bros., Kansas City, Mo. Filed Feb. 25, 1916. Serial No. 93,100. Published April 11, 1916.

111,144.—Powdered Toilet Soap.—Thoro Powdered Toilet Soap Company, Los Angeles, Cal. Filed Jan. 4, 1915. Serial No. 83,673. Published Aug. 10, 1915.

111,145.—Powdered Toilet Soap.—Thoro Powdered Toilet Soap Company, Los Angeles, Cal. Filed Jan. 4, 1915. Serial No. 83,675. Published Aug. 10, 1915.

111,148.—Deodorants.—West Disinfecting Company, New York, N. Y. Filed Jan. 22, 1916. Serial No. 92,348. Published April 18, 1916.

111,167.—Hair-Tonic and Shampoo Preparation.—H. H. Bateman, Missoula, Mont. Filed Feb. 10, 1916. Serial No. 92,743. Published April 18, 1916.

111,168.—Hair-Tonic and Shampoo Preparation.—H. H. Bateman, Missoula, Mont. Filed Feb. 10, 1916. Serial No. 92,744. Published April 18, 1916.

111,176.—Toilet Powder, Sachet-Powder, Toilet Water, Brilliantine and Perfume, Rouge, and Face-Cream.—A. Bourjois & Co., Inc., New York, N. Y. Filed Sept. 18, 1915. Serial No. 89,286. Published April 11, 1916.

111,177.—Face-Powder.—A. Bourjois & Co., Inc., New York, N. Y. Filed Jan. 22, 1916. Serial No. 92,321. Published April 25, 1916.

111,185.—Flavoring Extracts for Foods, Cocoanut, Chocolate, Desiccated Eggs, Dried Eggs, Spices, Essential Oils for Foods.—E. C. Campbell, Boston, Mass. Filed Nov. 12, 1915. Serial No. 90,595. Published April 18, 1916.

111,187.—Dental Preparation.—W. A. Chamberlain, St. Louis, Mo. Filed Feb. 28, 1916. Serial No. 93,139. Published April 11, 1916.

111,190.—Soda for Washing and Scouring Uses.—Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed Jan. 25, 1916. Serial No. 92,390. Published March 28, 1916.

111,210.—Perfumes, Toilet Waters, Talcum Powder, Sachet-Powder, Nail-Polish, Face-Powder, and Cold-Cream.—Foote & Jenks, Jackson, Mich. Filed Jan. 12, 1916. Serial No. 92,077. Published April 18, 1916.

111,224.—Launderer's Scouring and Cleaning Agent.—Hachmeister-Lind Chemical Co., Pittsburgh, Pa. Filed Dec. 7, 1915. Serial No. 91,271. Published April 25, 1916.

111,231.—Certain Named Pharmaceutical Preparations for Toilet Use.—Holman Soap Co., Chicago, Ill. Filed Sept. 3, 1915. Serial No. 89,004. Published Nov. 23, 1915.

111,233.—Certain Named Foods.—Horn & Hardart Baking Company, Philadelphia, Pa. Filed Jan. 4, 1915. Serial No. 83,677. Published April 25, 1916.

111,235.—Tea, Coffee, Chocolate, Cocoa, Spices, Food-Flavoring Extracts, and Olive-Oil.—The Howland Dry Goods Company, Bridgeport, Conn. Filed March 2, 1916. Serial No. 93,232. Published April 25, 1916.

111,251.—Face-Cream.—Amanda Leblanc, Juneau, Alaska Ter. Filed March 6, 1916. Serial No. 93,338. Published April 25, 1916.

111,275.—Certain Named Foods.—The Puyallup & Sumner Fruit Growers' Assn., Puyallup, Wash. Filed Nov. 22, 1915. Serial No. 90,842. Published April 18, 1916.

111,290.—Certain Named Toilet Preparations.—Anna J. Ryan, New York, N. Y. Filed July 20, 1915. Serial No. 88,053. Published April 25, 1916.

111,303.—Fruit Syrups for Making Certain Named Soft Drinks.—Steele-Wedeles Company, Chicago, Ill. Filed May 17, 1915. Serial No. 86,678. Published April 25, 1916.

111,329.—Detergent Fluid for Cleaning Carpets, Cloths, and the Like.—John E. Williams, Chicago, Ill. Filed Dec. 16, 1915. Serial No. 91,536. Published March 28, 1916.

111,330.—Cleaning Pastes and Soaps.—John E. Williams, Chicago, Ill. Filed Jan. 20, 1916. Serial No. 92,278. Published April 4, 1916.

111,333.—Certain Named Foods.—Younglove Grocery Co., Tacoma, Wash. Filed Jan. 13, 1916. Serial No. 92,114. Published April 18, 1916.

111,337.—Preparation for Scalp Treatment.—Balderine Company, Fort Worth, Tex. Filed March 27, 1916. Serial No. 93,889. Published May 2, 1916.

111,352.—Dermatological Lotion.—The C. L. Cotton Perfume & Extract Co., Earlville, N. Y. Filed March 7, 1916. Serial No. 93,360. Published May 2, 1916.

111,368.—Certain Named Foods.—Andrew Kuehn Company, Sioux Falls, S. D. Filed Jan. 28, 1916. Serial No. 92,471. Published April 18, 1916.

111,369.—Dental Wash.—L. C. H. Dental Mfg. Co., New Castle, Pa. Filed March 27, 1916. Serial No. 93,910. Published May 2, 1916.

111,375.—Grape Jelly, Canned Pitted Cherries, Flavoring Extracts for Food, Peanut-Butter, and Mince-Meat.—Jos. Middleby, Jr., Inc., Boston, Mass. Filed March 18, 1916. Serial No. 93,657. Published April 25, 1916.

111,378.—Hair-Tonic.—Louis C. Pantages, Havre, Mont. Filed Feb. 7, 1916. Serial No. 92,698. Published April 25, 1916.

111,391.—Certain Named Foods.—The Twitchell-Champlin Company, Portland, Me., and Boston, Mass. Filed Jan. 2, 1915. Serial No. 83,635. Published April 25, 1916.

111,397.—Hair-Tonic.—Joel E. Berlefin, New York, N. Y. Filed March 24, 1916. Serial No. 93,827. Published May 2, 1916.

111,398.—Plastic Soap for Special Uses and for General Use.—A. P. Camp, College Park, Ga. Filed Nov. 29, 1915. Serial No. 90,997. Published April 25, 1916.

111,399.—Pomade.—Chesebrough Manufacturing Co. (Consolidated), New York, N. Y. Filed March 15, 1916. Serial No. 93,546. Published May 2, 1916.

111,400.—Pomade.—Chesebrough Manufacturing Co. (Consolidated), New York, N. Y. Filed March 15, 1916. Serial No. 93,547. Published May 2, 1916.

111,401.—Pomade.—Chesebrough Manufacturing Co. (Consolidated), New York, N. Y. Filed March 15, 1916. Serial No. 93,548. Published May 2, 1916.

111,407.—Hair-Grower, Brilliantine, Skin-Cream, and Shampoo Preparation.—Rebecca C. Douglas, Helena, Ark. Filed Jan. 4, 1916. Serial No. 91,908. Published May 2, 1916.

111,410.—Face-Powder.—Richard Hudnut, New York, N. Y. Filed March 24, 1916. Serial No. 93,844. Published May 2, 1916.

111,411.—Dandruff Remedy.—Hayes Huffman, St. Louis, Mo. Filed March 23, 1916. Serial No. 93,795. Published May 2, 1916.

111,420.—Cold-Cream.—Long Acre Cold Cream Co., New York, N. Y. Filed March 13, 1916. Serial No. 93,501. Published May 2, 1916.

111,421.—Deodorants and Disinfectants.—Lyster Chemical Co., New York, N. Y. Filed Jan. 19, 1916. Serial No. 92,248. Published May 2, 1916.

## LABELS REGISTERED.

19,412.—Title: "Bowl-ene." (For a Disinfectant and Deodorizer.) Bowl-ene Manufacturing Company, Canton, Ohio. Filed Feb. 18, 1916.

19,421.—Title: "Smith's Orange Sparkle That Sparkles" (For a Beverage.) James D. Smith, Poteet, Tex. Filed May 16, 1916.

## TRADE MARK REGISTRATIONS APPLIED FOR

88,332.—Joyful Mfg. Co., Cleveland, O. (Filed July 31, 1915. Used since July 25, 1914.)—Soaps and cleansers. (The trade-mark consists of the arbitrary word "Joyful.")

90,912.—E. W. & A. G. Soar, Butte, Mont. (Filed Nov. 24, 1915. Used since October, 1905.)—A tropical remedy for colds in nose, throat and lungs, asthma, hay fever, catarrah, catarrhal deafness, adenoids, croup, pneumonia, earache, tired eyes, rheumatism, burns, headache, receding gums, itching piles, or any itching, blackheads. Use after shaving.—(The term "Balm" being disclaimed.)

91,493.—Florence Myra Cohan, Oakland, Cal. (Filed Dec. 15, 1913. Used since Jan. 15, 1915.)—Depilatory preparations.

91,655.—Luther William McMillan, Louisville, Ky. (Filed Dec. 21, 1915. Used since Nov. 1, 1915.)—Hand-soap.

91,671.—John T. Stanley, Inc., New York, N. Y. (Filed Dec. 21, 1915. Used since Dec. 1911.)—Soaps.

92,869.—Holman Soap Co., Chicago, Ill. (Filed Feb. 15, 1916. Used since Jan. 2, 1916.)—Perfume, toilet-water, face-cream, massage-cream, complexion-powder, rouge, cream-of-almond lotion, lemon lotion, cucumber-lotion and tooth powder.

92,940.—Frederick H. Cone, New York, N. Y. (Filed Feb. 18, 1916. Used since March 1, 1916.)—Cajeput oil, cocoanut oil, palm oil, lemon-grass oil.

93,098.—Jobst Bethard Co., Peoria, Ill. (Filed Feb. 25, 1916. Used since March 1, 1903.)—Olive-oil.

93,238.—Kranz-Zema-Company, Girard, Kansas. (Filed March 2, 1916. Used since Jan. 15, 1916.)—A remedy for skin diseases, and particularly for eczema.

93,281.—Joseph J. Panzarella, Brooklyn, N. Y. (Filed March 3, 1916. Used since Nov. 1915.)—A dandruff remedy. (The portrait being that of Ignazio Panzarella, my nephew.)

93,554.—Guiseppe Maddi, New York, N. Y. (Filed March 15, 1916. Used since Feb. 1, 1916.)—Hair-dressing and dandruff cure.

93,617.—T. S. Walker, Memphis, Tenn. (Filed March 17, 1916. Used since March 1, 1914.)—A liquid prophylactic mouth-wash.

93,626.—William B. Blackstone, Fort Wayne, Ind. (Filed March 18, 1916. Used since Feb. 19, 1916.)—Bath powder.

93,759.—The N. K. Fairbank Co., Union Township near Guttenberg, N. J., and Chicago, Ill. (Filed March 22, 1916. Used since Feb. 1, 1916. (No claim being made to the words "The" and "Cleaner" apart from the mark shown in the drawing.)

93,839.—The Grocers' Supply Co., Salt Lake City, Utah. (Filed March 24, 1916. Used since Feb. 1, 1916.)—Flavoring extracts. (No claim being made to the word "Brand" apart from the trade-mark as shown.)

93,975.—Anthony Overton, Chicago, Ill. (Filed March 29, 1916. Used since Feb. 1, 1906.)—Hair tonics and pomades. (No claim being made to the words "The Improved" and "Pomade.")

94,019.—Lorenz A. Naumann, Burlington, Iowa. (Filed March 31, 1916. Used since Mar. 24, 1916.)—Tooth

powder and tooth paste. (The words "A Paste to Your Taste" being hereby disclaimed.)

94,028.—George A. Bunting, Baltimore, Md. (Filed April 1, 1916. Used since Nov. 1, 1914.)—A medicine for the skin.

94,163.—Burt C. Christen, Toledo, O. (Filed April 5, 1916. Used since Nov. 1, 1915.)—A face cream.

94,398.—Stetson-Barret Co., Los Angeles, Cal. (Filed April 13, 1916. Used since 1911.)—Olive-oil, vanilla extract.

94,418.—Ferd T. Hopkins & Son, New York, N. Y. (Filed April 14, 1916. Under ten-year proviso. Used since 1848.)—Medicated soap.

94,507.—Puritan Mfg. Co., Portland, Ore. (Filed April 18, 1916. Used since April 1, 1911.)—Non-alcoholic soft drinks and fruit flavors for the same.

94,508.—Puritan Mfg. Co., Portland, Ore. (Filed April 18, 1916. Used since April 1, 1915.)—Non-alcoholic soft drinks and fruit flavors for the same.

94,509.—Puritan Mfg. Co., Portland, Ore. (Filed April 18, 1916. Used since April 1, 1911.)—Non-alcoholic soft drinks and fruit flavors for the same.

94,510.—Puritan Mfg. Co., Portland, Ore. (Filed April 18, 1916. Used since April 1, 1913.)—Non-alcoholic soft drinks and fruit flavors for the same.

94,580.—Olson Rug Co., Chicago, Ill. (Filed April 20, 1916. Used since Jan. 20, 1916.)—A saponaceous powder for cleaning rugs, carpets, and the like.

94,681.—The Mineral Herb Co., Buffalo, N. Y. (Filed April 24, 1916. Used since March 8, 1916.)—Hair tonica.

94,739.—The C. L. Cotton Perfume & Extract Co., Earville, N. Y. (Filed April 27, 1916. Used since 1895.)—Vanilla flavoring and lemon flavoring for food purposes.

94,740.—Foote & Jenks, Jackson, Mich. (Filed April 27, 1916. Used since Jan. 15, 1915.)—Still or carbonated beverages sold as soft drinks, and extracts, essences and syrups for making the same.

94,799.—C. & J. Michel Brewing Co., La Crosse, Wis. (Filed April 29, 1916. Used since Jan. 7, 1916.)—A non-intoxicating carbonated malt beverage.

94,838.—United Breweries Co., Chicago, Ill. (Filed May 1, 1916. Used since Feb. 16, 1904.)—A soft drink or beverages.

94,847.—United Drug Co., Boston, Mass. (Filed May 1, 1916. Used since April 1, 1916.)—Cold-cream, perfumer, complexion powder, tooth paste and toilet water.

94,861.—V. Vivaudou, Inc., New York, N. Y. (Filed May 2, 1916. Used since August 1915.)—Perfumes, toilet waters, face powders, lotions, talcum powders, and sachet powders.

94,862.—V. Vivaudou, Inc., New York, N. Y. (Filed May 2, 1916. Used since August 1915.)—Perfumes, toilet waters, face powders, lotions, talcum powders, and sachet powders.

94,943.—Clara Tetlow, Philadelphia, Pa. (Filed May 5, 1916. Used since May 1910.)—Face powders.

94,954.—Kuhlman & Chambliss Co., Knoxville, Tenn. (Filed May 6, 1916. Used since Jan. 20, 1906.)—A deodorant and astringent powder.

94,963.—Pepitone Chemical Co., Bessemer, Ala. (Filed May 6, 1916. Used since May 1, 1916.)—Hair dressing ointment. (No claim being made to the words "Quinine Hair-dressing" apart from the mark shown in the drawing.)

95,045.—The La Valliere Co., New Orleans, La. (Filed May 10, 1916. Used since Jan. 1, 1912.)—Talcum, face powders, toilet waters, perfumes, and sachet powders.

95,094.—Aseptinol Mfg. Co., Baltimore, Md. (Filed May 12, 1916. Used since May 17, 1901.)—Antiseptic ointment and antiseptic powder.

95,121.—The Cenol Co., Inc., New York, N. Y. (Filed May 13, 1916. Used since April 21, 1916.)—Tooth powder.

95,126.—The Halcrest Co., Philadelphia, Pa. (Filed May 13, 1916. Used since April 28, 1916.)—A preparation for the relief of perspiration.

95,167.—Gaston J. Block, New York, N. Y. (Filed May 16, 1916. Used since Sept. 1915.)—Perfume toilet cream, toilet powder, and toilet water.

95,200.—Eleanor Dole, San Francisco, Cal. (Filed May 17, 1916. Used since May 15, 1904.)—Skin cosmetic or cream.

95,555.—Monarch Drug Co., Chicago, Ill. (Filed May 31, 1916. Used since Nov. 1906.)—Soaps, soap powder, and soap jelly.

95,564.—John T. Stanley Co., Inc., New York, N. Y. (Filed May 31, 1916. Used since Feb. 1916.)—Soap. (Comprising the word "Campus.")

95,573.—Colgate & Co., Jersey City, N. J. (Filed June 1, 1916. Used since May 29, 1916.)—Shaving and toilet soaps.

#### NEW INCORPORATIONS.

(Continued from page 145.)

Kangaroo Chemical Co., Inc., Manhattan Borough, New York City, to manufacture soaps, toilet articles, etc., \$10,000 capital, has been incorporated by A. H. Jackson, F. Lynch and E. Norton, 2 Rector street, New York.

Brooks Antiseptic Liquid Soap Co., to manufacture soap, \$10,000 capital stock, has been incorporated by James W. Brooks, president; James C. Dunn, treasurer, and Robert W. DeWolfe, clerk.

Busy Bee Soap Co., Enid, Okla., capital \$10,000, has been incorporated by O. W. Lynch, J. A. Wilt and E. B. Shepherd, all of Enid.

Toy Talc Co., Buffalo, N. Y., to manufacture toilet articles, talc powder, etc., capital \$25,000, has been incorporated by W. M. Decker, W. F. Strum, A. R. Chisholm, 1336 Main street, Buffalo.

Bryant Mfg. Co., Camden, N. J., to manufacture and deal in all kinds of druggists' preparations, capital \$100,000, has been incorporated by Mary Kate Bryant, George A. Pate, Robert H. Washington, Elizabeth Coles, Joseph A. Galamison, all of Philadelphia; Dr. Carlos Jahdini, New York; William Gaines, Asbury Park, N. J.

Globe Barber Fixture Co., New York, to manufacture and deal in merchandise for barbers, manicurists, chiropodists, capital \$20,000, has been incorporated by E. L. Conrol, F. L. Hurt, J. S. Shields, 208 West 108th street, New York.

Bagoe, Inc., New Rochelle, N. Y., to conduct a business as chemists, druggists, capital \$10,000, has been incorporated by N. Danforth, E. F. Roehm, W. A. Moore, 54 Laurel place, New Rochelle.

Tayman Soap Co., Evansville, Ind., to manufacture soaps and toilet articles, \$10,000 capital, has been incorporated by Edward A. Tayman, John W. Wilson and James B. Wilson.

Blue Ribbon Spice Co., Inc., Brooklyn, N. Y., to do business in tea, coffee, cocoa and spices; capital stock, \$5,000, has been incorporated by A. and S. Geltman, D. Rosenzweig, 153 Second Ave., Brooklyn.

#### Court Decision on Powdered Talc Duty.

United States Court of Customs Appeals on May 12 decided the Roger & Gallet talcum powder case. The court held as follows: "Classification by use will prevail over an *ex nomine* designation if it appears that Congress so intended. Powdered talc, to which a small quantity of boric acid has been added, the use and purpose of which are as a toilet preparation for application to the skin, is dutiable according to that use under paragraph 48, tariff act of 1913, and not as ground talc under paragraph 69."

#### Gum Styrax Protest Is Sustained.

The Board of General Appraisers has decided in favor of Fritzsche Brothers in a contention dealing with the entry of gum styrax, which the Collector taxed 20 per cent. as a floral extract. The board decided that the claim for a 10 per cent. tax as a crude balsam not specially provided for was well taken and sustained the protest.

## FOREIGN CORRESPONDENCE AND MARKET REPORT

## DANISH WEST INDIES.

BAY-RUM.—Vice Consul Luther K. Zabriskie, St. Thomas, says: The cultivation of the bay tree and the extraction of the oil from its leaves provides for the island of St. John, Danish West Indies, its most important industry; and the distillation of this oil and its subsequent manufacture into bay rum furnishes for the sister island of St. Thomas its only article of local manufacture and the most important of all its exports. Approximately 4,000 quarts of bay oil are produced in St. John annually, the greater part of which is sent to St. Thomas, from which it is estimated there is manufactured for export purposes about 60,000 cases of 12 quart bottles each of bay rum. The St. Thomas bay rum, which is considered the best on the market, is sent to all parts of the world.

At present bay leaves sell for 1½ cents per pound, but in normal times the price is 2 cents. The price of the oil (\$4.50 per quart) is considerably less than that ordinarily received, and, because of the slack market in St. Thomas, where the oil is usually sent, and the failure to find buyers abroad, large quantities of the leaves are being allowed to go to waste. The retail price of bay rum in St. Thomas is 25 cents a quart. No customs duty is levied on any article of export from these islands.

## DUTCH WEST INDIES.

PERFUMES AND SOAPS.—Vice Consul Christoffel S. Gorsira, Curaçao, says: The declared imports of Curaçao during 1915 amounted to \$13,651 for soap and \$7,987 for perfume. The import duty on toilet soap is 3 per cent of the value at port of shipment, the same rate being applied on the article if imported from any other country. There is no conventional or preferential tariff on any class of goods. Toilet soap is now imported principally from France, although other sources were available before the war.

A neat packing is an important requisite for the sale of toilet soap. Expensive soap is wrapped in paper and each cake, or sometimes three cakes, packed in a paper box or an imitation leather box. Even cheap soap is similarly packed. The packing has an influence on the price, as illustrated by the fact that soap of the same grade in different packing commands different prices. The weight of a cake varies from 0.1765 to 0.2645 pound.

In order to obtain a footing in this market for American toilet soap it will be necessary to bring the article into use by local means. Several individuals and firms in Curaçao might be interested in taking up the local agency.

## ENGLAND.

SANDAL WOOD OIL.—During the last few months a good deal of the sandal wood oil distilled by firms of high repute has been found to be somewhat insoluble in 6 volumes of 70 per cent alcohol. Normally, and as required by most pharmacopoeias, sandal wood oil should dissolve to a clear solution in 5 or 6 volumes of 70 per cent alcohol at a temperature of 20° C. Much of the recently distilled oil of commerce will not dissolve in 6 volumes of 70 per cent alcohol below 23° or 24°. The reason for this abnormality is not yet known, but may possibly be due to some change in the method of distillation. The oil is still very scarce.

TALC.—The British contraband list has been extended to include talc in the absolute class.

## FRANCE.

OLIVE OIL.—Consul Hunter, at Nice, says: The production of olive oil, which in 1913 amounted to approxi-

(Continued on page 152.)

## THE MARKET.

## (Essential Oils, Aromatic Chemicals and Beans.)

Despite persistent rumors of an approaching termination of the European war and accompanying suggestions of a resumption of more adequate shipments of aromatic substances from the Continent, and especially from the countries of the Central Powers, within the near future, there has been no noteworthy recession of prices in any part of the perfume and flavoring material markets within the month. On the other hand, the Mexican embroilment and intimations of a cessation of shipments from the Vera Cruz district have sufficed to cause a further upward movement in Mexican vanilla beans and to affect the entire vanilla bean market sympathetically. Some speculative holders and other second hands, who have been influenced to a moderate extent by reports of nearing peace abroad and consequent predictions of freer supplies from Europe soon, have sold several lots of their hitherto highly-priced goods as slight concessions, but advances in prices of articles, whose stocks have been greatly depleted, without much prospect for an immediate replenishment, have once more outnumbered the reductions in the asking figures which have thus been recorded.

PHENOL PRODUCTS WEAKENING SLOWLY.—Even the constantly increasing domestic production of carbolic acid and of many of the phenol derivatives has as yet failed of much reflection in prices of the aromatic chemicals as few of the American coal tar chemical plants have turned to the manufacture of any except a very limited number of these articles, though they are generally planning eventually to offer a fairly extensive output of such commodities, if the campaign now on foot to obtain protection for coal tar products, outside of aniline dyes, proves successful.

MESSINA ESSENCES ADVANCING.—Most prominent among the price movements in essential oils have been material uplifts in two of the Messina essences—bergamot and orange—in which lemon oil has failed to participate to date. After manifesting considerable weakness for several months, these two oils have been marked up rather sharply by local importers, in recognition of renewed buying operations and a greatly improved demand in the Sicilian markets of late, which have stiffened the views of the primary operators materially.

OTHER OILS AND AROMATICS RISING.—A growing scarcity of Bourbon and Turkish geranium oils has brought about moderate additional advances in the figures named for these goods. Otto of rose has been marked up sharply, as it has become apparent that shipments from Bulgaria have been almost completely shut off by the hemming in of that country of production by hostile forces. There have also been advances in prices asked for angelica seed, cedar wood, erigeron, sweet birch, ginger, carvol, expressed mace, natural sassafras, linaloe, fennel seed and coriander oils, as well as for safrol.

Liquid styrax, which is in very light supply, has also been marked up still further. Synthetic musk has been advanced very sharply, and saccharin has been lifted upward from \$13.50 to \$16, as supplies here have become greatly reduced.

GOODS MARKED DOWN.—Such concessions as have occurred in the essential oil group have been confined to lowerings of prices for some of the oils distilled from spices, whose cost has also been considerably reduced of late, such as cassia, nutmeg and clove oils, and to the naming of lower figures for American pennyroyal, tansy, genuine wintergreen oil, synthetic wintergreen oil, or methyl salicylate, and Ceylon citronella oil.

Such natural aromatics as orris root and balsam Peru have also been marked down, however, and, in the absence of more than a light demand, there has been a fair

(Continued on page 152.)

## PRICES IN THE NEW YORK MARKET

(The following quotations are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

ESSENTIAL OILS.								
Almond Bitter	per lb.	\$14.00	Orange, sweet, Italian	3.25-3.35	Citronellol, domestic	14.00-16.00		
" F. F. P. A.	15.00-16.00		" sweet, West Indian	3.00-3.10	" foreign	20.00-24.00		
" Artificial	7.00-8.00		Orriganum	.30-.50	Cumarin, natural	10.00		
" Sweet True	1.00-1.10		Orris Root, concrete, foreign	(oz.) 4.00	" artificial, domestic	10.00-11.00		
" Peach-Kernel	.40-.45		Orris Root, concrete, domestic	(oz.) 3.50-4.00	" foreign	11.00		
Amber, Crude	7.20		Orris Root, absolute (oz.)	40.00-45.00	Diphenylmethane	nom.		
" Rectified	7.25		Parsley	2.00-2.50	Diphenyloxide	nom.		
Anise	1.20		Patchouly, foreign	18.00-19.00	Ethyl Cinnamate	3.50		
" Lead free	1.45		" domestic	14.00-16.00	Eucalyptol	1.00		
Aspic (Spike)	1.00-1.40		Pennyroyal	1.50-1.60	Eugenol	3.00		
Bay, Porto Rico	3.00-3.30		Peppermint	2.25-2.40	Geranil, domestic	4.50		
Bay	2.75-3.00		" redistilled	2.50-2.75	" foreign	5.00		
Bergamot, 35-36%	4.00-4.25		Petit Grain, South American	3.25-3.30	Geranyl Acetate	7.00		
Birch (Sweet)	3.00		" French	7.00	Heliotropine, domestic	4.50-5.00		
Bois de Rose, Femelle	4.25-4.50		Pimento	1.80-2.00	" foreign	5.00-6.00		
Cade	.55-.60		Pine Needles	1.00-1.25	Indol, C. P.	100.00		
Cajeput	1.00		Rose	(oz.) 13.00-15.00	Iso-Butyl Salicylate	6.00		
Calamus	5.00		" synthetic	3.00-3.25	Iso-Eugenol	4.50-5.50		
Camphor, Japanese	.22-.24		Rosemary, French	.85-1.00	Linalol	6.00		
Caraway Seed	3.20-3.25		" Spanish	.65	Linalyl Acetate	10.00		
Cardamom	32.00-34.00		Rue	4.00	" Benzoate	7.50		
Carvol	6.00		Sage	1.50	Methyl Anthranilate	10.00-12.00		
Cassia, 75-80% Technical	1.20		Safrol	.50-.60	" Cinnamate	4.00		
" Lead free	1.40		Sandalwood, East India	7.50-7.75	" Heptenone	nom.		
" Redistilled	1.70		" West India	3.50	Heptine Carbonate	nom.		
Cedar, Leaf	85-1.00		Sassafras, artificial	.35	" Paracresol	25.00		
" Wood	.20-.25		" natural	.75	" Heptenone	nom.		
Celery	18.00-20.00		Savin	nom.	" Salicylate	3.00		
Cinnamon, Ceylon	.55-.60		Snake Root	.75-1.00	Muck Ambrette	60.00		
Citronella, Ceylon			Spearmint	1.60-1.70	" Ketone	45.00		
" Java	1.10		Spruce	.60	" Xylene	13.00		
Cloves, Zanzibar	1.25-1.30		Tansy	2.50-3.00	Nonylic Alcohol	80.00		
" Bourbon	1.35-1.55		Thyme, French, red	1.50-1.60	Phenylacetaldehyde	30.00-40.00		
Copaiba	1.20-1.25		" white	1.75-2.00	Phenylethylic Alcohol	nom.		
Coriander	20.00-25.00		Verbena	1.50-1.60	Phenylacetic Acid	nom.		
Croton	1.00		Vetivert, Bourbon	12.00-15.00	Rhodinol, domestic	14.00-16.00		
Cubeb	3.40		" Indian	25.00-35.00	" foreign	18.00		
Erigeron	1.20		Wintergreen, genuine (gauletharia)	4.00-4.50	Safrol	50-.60		
Eucalyptus, Australian, 70%	.75		Wormwood	2.50	Skatol, C. P.	nom.		
Fennel, Sweet	4.50		Ylang-Ylang, Bourbon	12.00-15.00	Terpineol, domestic	.90-1.00		
Geranium, African	4.00		" Manila	28.00-35.00	" foreign	1.25		
" Bourbon	3.50-3.75				Terpinyl Acetate	4.00		
" Turkish (palma rosa)					Thymol	13.50-14.00		
Ginger	3.75-4.00				Vanillin	(oz.) .56-.60		
Gingergrass	6.00							
Guaiac (Wood)	2.00		AROMATIC CHEMICALS.					
Hemlock	3.00-3.50		Acetophenone	nom.	BEANS.			
Juniper Berries, twice rect.	.60		Amyl Salicylate, domestic	5.00-7.00	Tonka Beans, Angostura	1.50-1.60		
Kananga, Java	47.00		" foreign	9.00-10.00	" Para	.80-.90		
Lavender, English	3.00		Anethol	3.00-3.50	Vanilla Beans, Mexican	5.50-6.50		
" Fleurs	21.00		Anisic Aldehyde	nom.	" Cut.	3.75-4.50		
" Spanish	4.50-5.00		Benzaldehyde, domestic	8.00	" Bourbon	3.00-3.50		
Lemon	3.75-4.50		" foreign	nom.	" Tahiti	1.75-2.00		
Lemongrass	.90		F. F. C., domestic	nom.				
Limes, expressed	3.50		F. F. C., foreign	nom.	SUNDRIES.			
" distilled	3.00-3.25		Benzyl Acetate, domestic	5.00-8.00	Ambergris, black	(oz.) 15.00-20.00		
Linaloe	2.90-3.00		" foreign	9.00-10.00	" gray	" 25.00-27.50		
Mace, distilled	1.15-1.20		Alcohol	nom.	Chalk precipitated	.10		
Mustard Seed, gen.	20.00-22.00		Benzoate	10.00-11.00	Civet, horns	(oz.) 2.75		
" artificial	20.00-22.00		Borneol	4.00	Cologne Spirit	(gal.) 2.75-3.10		
Mirbane, rect.	.35-.45		Bornylacetate	3.00	Menthol	3.40-3.50		
Neroli, petale	64.00-65.00		Carvone	2.75	Musk, Cab. pods	(oz.) 10.00		
" artificial	18.00-28.00		Carvacrol	nom.	" grains	" 25.00-30.00		
Nutmeg	1.20-1.25		Cinnamic Acid	nom.	" Tonquin, pods	" 19.00		
Opopanax	78.50		" Alcohol	25.00-30.00	Orris Root, Florentine, whole	.18		
Orange bitter	2.50		" Aldehyde	nom.	" powd. and gran.	.20		
			Citral	.350	Talc, Italian	(ton) 32.00-35.00		
					" French	" 25.00-30.00		
					" Domestic	15.00-25.00		

\*Inside figures are for domestic; outside prices for foreign goods.

†Nominal because unobtainable, or almost unobtainable.

## FOREIGN CORRESPONDENCE.

(Continued from page 150.)

mately 11 or 12 million dollars, has been seriously handicapped not only because of export trade difficulties but on account of the poor crops in 1914 and 1915. The exports to the United States in 1915, according to invoices certified at the Nice consulate, were valued at \$491,281, compared with \$602,265 in 1913.

**FLOWER OILS.**—The total output of flower concrete essential oils, enfleuraged greases, and floral waters for 1913, the last statistics available, was in the neighborhood of \$6,000,000, says Consul Hunter. Germany and Switzerland were formerly competitors for several important products, such as essential oils of patchouly, sandal, girofle, annisette, and others, while Spain, although manufacturing essential oil of aspic, which they call lavender, sold their products to Grasse, where they were purified and reexported.

The essential oil of geranium is produced in large quantities in Algeria and in the island of Bourbon, says the consul. The distilleries in these countries belonged in many cases to the proprietors of the Grasse manufacturers or had contracts with them, and the essential oils were sold through Grasse and were in some cases imported to Grasse before being reexported. Most of the flower distilleries in Asia Minor are likewise under the control of the Grasse manufacturers.

Before the start of the war the flower industry was in a flourishing condition, although the competition with the synthetical perfumery manufactured in Germany and Switzerland affected the profits somewhat. The lack of labor, which paralyzed so many industries, was less acutely felt in the perfume industry, as 80 per cent of the laborers are women.

**EXPORTS.**—Exports from Nice to the United States: Perfumery, 1913, \$1,595,254; 1914, \$758,031; 1915, \$580,602. Vanilla, in 1914, \$33,548; none in 1915.

**CHANGES IN PATENT LAW.**—By a law of May 27, 1915, the following restrictions were prescribed in regard to patents: No patent nor trade-mark may be used or exploited in France by enemy subjects or by other persons acting for the account of enemy subjects. Sales of patents, the granting of licenses and transfers of trademarks by enemy subjects to Frenchmen, allies, or neutrals are valid provided the transactions were consummated before the declaration of war, but no payments may be made in connection therewith. Frenchmen may either themselves or through an agent take the necessary steps to obtain patent rights in an enemy country and enemy subjects have the same right in France provided their respective countries grant the same facilities to Frenchmen. The final delivery of patent papers to enemy subjects is suspended until further notice.

## GERMANY.

**COLOGNE WATER.**—Consul Emil Sauer, at Cologne, writes: The Cologne-water industry was affected mainly because of the loss of the foreign market, especially the English market. The loss of the foreign market is in part offset by an increase in domestic sales due to decline in imports of toilet waters from abroad. Prices of Cologne water remained the same during 1915. The price of alcohol, however, rose toward the end of the year and is now about 60 per cent higher than a year ago. As Cologne water contains a large per cent of alcohol, the price of the former has gone up since January 1, 1916, by about one-third.

**EXPORTS.**—The declared values of exports of essential oils through the Leipzig consulate to the United States follow: 1914, \$277,875; 1915, \$126,779.

## INDIA.

**RESIN PRODUCTION.**—The annual progress reports of the forest administration in the Western, Eastern, and Kumaun circles for the year 1914-15, state that the Bhawali resin industry continued to expand, and the profits rose from 55,656 rs. to 67,390 rs. A European manager was appointed and a separate resin division was constituted on July 1, 1915. The market for resin and

## THE MARKET.

(Continued from page 150.)

tendency on the part of sellers to shade prices in other lines occasionally in the hope of stimulating the buying movement.

## Beans.

Angostura and Para tonka beans, following a slight dip in prices, have been marked up rather sharply, on a diminishing supply. Mexican vanilla beans have been advanced still further recently on fears for a complete cessation of shipments from the producing regions of Papantla and Gutierrez-Zamora and unaltered estimates that the 1915-1916 crop of both whole beans and cuts will not exceed 185,000 pounds, as compared with a normal yield of 360,000 pounds. As it is generally understood that the 1916-1917 Mexican crop will show almost equal curtailment, principally because of the devastations of the cyclone and tornado which swept over the coast and some of the inland plantations last October, it is deemed highly improbable that the present crop's meager outturn will be replenished to any marked degree by the next crop which is now figured at not more than 125,000 pounds. Extract makers have continued to buy extensively of both Bourbon and Mexican beans of late, in anticipation of heavy demands from the ice cream and soda water supply interests, arising from much warmer weather than hitherto. As it is still figured that the requirements for this year will be in excess of the combined Bourbon and Mexican supplies by at least 100,000 lbs., local operators have become very strong in their views and are now asking a minimum of \$4.50, while quoting up to \$6.50, for Mexican whole beans, and holding Mexican cuts at \$3.75@\$4.25. Latest advices from the Bourbon islands tell of serious deterioration of the bearing quality of the vines on these islands, due to the failure of cultivators to replant and replace "fatigues" or worn-out vines with new ones for at least three years. Local handlers are generally asking \$3@\$3.50 for Bourbons. Tahitis continue in only light supply here and on the Pacific Coast, with local operators asking \$1.75@\$2 for "green label" beans. Reports from Papeete continue to tell of heavy losses to the vines on Tahiti by insect pests.

turpentine is now high, and likely to continue so until some time after the war is over.

**COCONUT OIL.**—The Shipment of coconut oil from Ceylon to America is allowed in reasonable quantities to approved consignees, provided that an equivalent quantity of glycerin is exported from United States to the United Kingdom. The consignee or his authorized agent in the United Kingdom will be required to comply with the conditions laid down by the War Trade Department as to price, quality, etc., of glycerin.

## MEXICO.

**OLIVE OIL.**—A decree of the Carranza government, March 6, discontinues the free admission of olive oil into the republic.

## NETHERLANDS.

**EXPORTS.**—Consul Mahin, at Amsterdam, reports the following as the values of essential oils exported from his district to the United States: 1913, \$391,806; 1914, \$125,108; 1915, \$106,877.

## Lavender Flowers Are Duty Free.

Lavender flowers classified at 20 per cent. ad valorem under paragraph 49, tariff act of 1913, is claimed free of duty as crude drugs under paragraph 477. Opinion by BROWN, G. A. On the authority of Abstract 39004 lavender flowers were held free of duty under paragraph 477. Protests overruled as to orange flower buds and violet flowers.

## Uniform Bill of Lading Measure Reported.

The Pomerene bill for a uniform bill of lading, which passed the Senate, has been favorably reported by the House Committee on Interstate and Foreign Commerce.



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SPLENDID opportunity for a man with a few thousand dollars to invest, having practical manufacturing experience or selling ability to obtain a full interest in a going business, making a line of advertised toilet articles, rouge, and face powder compacts, etc. Running plant, modern and well equipped. Particulars on interview. Address B. O., No. 347, care of this journal.

WANTED TO BUY—One Day liquid powder filling machine; one 8 to 10-gallon paint mill with pressure attachment; one bottle filling machine; one enclosed cold cream jacketed kettle with agitator; three or five 100-gallon copper toilet water tanks; one eyebrow pencil machine; one lip stick machine; one powder filling machine. Address B. O. No. 343, care of this journal.

### HELP AND SITUATIONS WANTED

WANTED—Salesman familiar with toilet goods and acquainted with buyers of department stores and large drug stores for medium and high grade toilet articles under customers' labels. Exceptional opportunity for a capable man. No other need apply. Address H. W. No. 349, care of this journal.

PERFUMER with many years experience who can produce high and cheap grade goods, as creams, hair tonics, nail enamel (Harnish Line) powders and all modern perfumes is open for engagement. Address S. W. No. 348, care of this journal.

ACTIVE SALESMEN WANTED—Calling on and well acquainted with the Toilet Goods Buyers of the Department Stores. One wanted for New England, one for the South also one for Chicago and middle west, to carry a well-known and reputable line, as a side line. Strictly commission basis. Our methods unique, and bound to get results. References given and required. Write for New York City interview, stating where you travel, what line you carry. Strictly confidential. Correspondence returned if desired. Address J. G. B. Newhard, Mgr., Old Mystic, Conn.

WANTED—Experienced young man as assistant in factory making line of toilet articles, etc. One having some knowledge of chemistry or manufacturing preferred. Apply by letter, giving particulars. Address H. W. No. 345, care of this journal.

## IF THE REVENUE TAX IS LOWERED

you can certainly "afford" the use of cologne spirit that costs a little more than the common varieties. Even under present conditions those who

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recognize the wisdom of using this solvent which takes out of the raw materials more of the odoriferous and flavoring principles than any other. The price is secondary in articles of quality.

TRY A 5-GALLON LOT!

C. H. GRAVES & SONS

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POSITION wanted as city salesman by married man, age 38, experienced in the manufacture of family medicines, flavoring extracts, baking powders and perfumes. Also eight years' experience on the road as salesman. Address S. W. No. 346, care of this journal.

WANTED—Experienced salesmen in all large Western Cities, must be well acquainted with the Drug and Department store trade, to sell on commission basis, BOB-BETTY'S Soaps and Powder. Address Barbara Elizabeth, Inc., Beacon, N. Y.

POSITION wanted by an experienced salesman in the soap and perfume business where proven ability will count. Have wide acquaintance with drug and department stores, especially in the south. Also capable of organizing and handling sales department. Familiar with the designing of new packages; energetic, and best of references. Address S. W. No. 342, care of this journal.

WANTED—Resident salesmen in cities of the South and Middle West, who are acquainted with buyers of department and drug stores, to handle line of toilet preparations on commission basis, also special line for the colored trade. Address H. W. No. 344, care of this journal.

WANTED—Salesman acquainted with toilet specialties, buyers in department stores, wholesale and retail drug stores. Able to handle demonstrators and check up advertising. Good position for a man whose record will bear investigation. Address Kiefer-Stewart Co., Indianapolis, Ind.

(Continued on page XXXVI.)

### A. ALEXANDER Consulting Chemist and Perfumer

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Only first class connections will be considered. For further particulars please write to Carlos Prescher, 3 West 81st Street, New York City.



No. 116



No. 47



No. 167



No. 148



No. 171 OPEN. PAT. APD. FOR

## BRASS GOODS MFG. COMPANY

539 Union St., Brooklyn, N. Y.

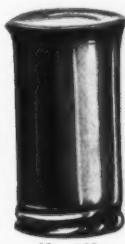
Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth - powder Cans and Jars, in Brass—Polished, Nickel-plated, &c.—and other metals.



No. 188 OPEN. PAT. APD. FOR



No. 171 CLOSED



No. 138



No. 188 CLOSED



No. 97



No. 123



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No. 150



No. 162—SELF-CLOSING CAP



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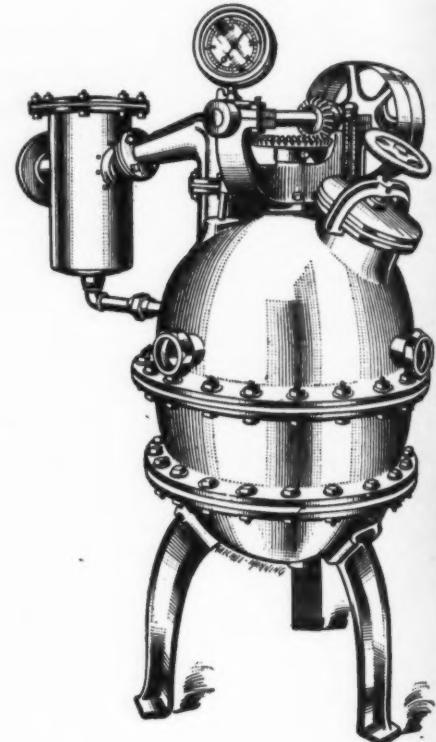
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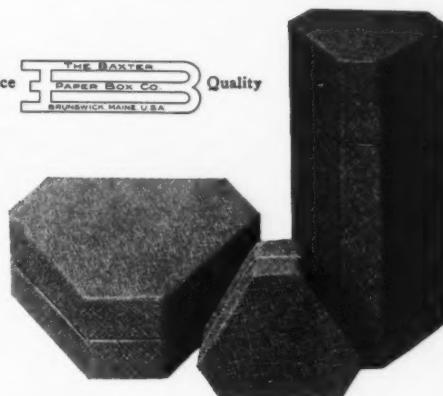
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(Continued from page XXX.)

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AND MAKE-UPS



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Finest Quality, Impalpable and Neutral  
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